



Territory Sales Specialist - Networking

Southern California – Los Angeles / Orange County

OVERVIEW: Territory Sales Specialist – Networking Division

As a Territory Sales Specialist within the Networking Division and Southern California Team, you are pivotal in driving sales and expanding market presence. This dynamic position involves extensive local travel, allowing you to personally navigate the complete sales cycle, from initial client engagement to successful deal closure. Your responsibilities include meeting with diverse stakeholders, generating and monitoring sales leads, and leveraging your in-depth product and application knowledge to highlight the tangible benefits of our manufacturer's products. Clients can include (but not limited to) end customers, contractors, distributors, consultants, and system integrators.

Key Responsibilities:

Client Engagement:

- Conduct face-to-face meetings with potential clients, understanding their unique needs and challenges.
- Build and maintain strong relationships with end-customers, contractors, distributors, consultants, and system integrators.

Sales Cycle Management:

- Take ownership of the entire sales process, from lead generation to deal closure.
- Develop and execute effective sales strategies to meet or exceed revenue targets.
- Provide timely and accurate sales forecasts and reports to management.
- Tracking all sales activities through CRM system (Microsoft Dynamics experience a PLUS)

Product and Application Expertise:

- Demonstrate a deep understanding of our manufacturer's products and their applications.
- Communicate technical information in a clear and compelling manner to highlight how our solutions meet client requirements.

Networking Division Representation:

- Serve as a brand ambassador for the Networking Division, promoting our products and solutions with enthusiasm and expertise.
- Stay updated on industry trends, market dynamics, and competitive landscape.

Additional Job Requirements:

Technical Proficiency:

- Possess a solid understanding of networking and data communication technologies.
- Stay abreast of advancements in the industry to effectively communicate the value proposition of our products.

Sales Acumen:

- Proven track record of meeting or exceeding sales targets in a related field.

- Strong negotiation and closing skills with the ability to navigate complex sales scenarios.

Communication Skills:

- Exceptional verbal and written communication skills to effectively articulate technical concepts and benefits to both technical and non-technical stakeholders.

Team Collaboration:

- Work collaboratively with internal teams, including marketing, technical support, and product development, to ensure seamless client experiences.

Adaptability:

- Thrive in a dynamic and fast-paced environment, adapting to evolving market trends and customer needs.

Travel:

- Willingness to travel extensively within the assigned territory as needed.

Education and Experience:

- Bachelor's degree in a relevant field.
- 3-5+ years' experience in sales, preferably in networking or data communication products.

Who We Are

Ewing-Foley, Inc is proud to be one of the premier manufacturer's representative firms providing complete sales and marketing services to the Electronic (Active & Electromechanical), Electrical (Industrial, Commercial and Construction) and Networking (Public and Private markets) industries. Ewing-Foley has enjoyed steady growth throughout its fifty-four-year history. Our goal is to offer a level of service to our customers, employees, distributors, and principals that is unparalleled in our industry.

Ewing-Foley, Inc. serves a diverse account base within the Alaska, Arizona, Arkansas, California, Idaho, Louisiana, Montana, Nevada, New Mexico, Oklahoma, Oregon, Texas, Utah, and Washington markets.

Our Mission

- To be the most professional, cost-effective Sales and Marketing organization in our markets served.
- To be a resource to both our account base and our manufacturers.
- To provide an environment of growth for our employees- personally, financially and professionally.

Benefits

In addition, this role is eligible for EFI's top-tier benefits package that includes medical, dental, vision, ESOP (Employee Stock Ownership Plan), 401(k), paid time off, and paid holidays. This role also may be eligible for a bonus incentive.

Pay Scale

The Salary Range for this position is \$80,000 - \$120,000 + bonus potential. At EFI, we consider several factors when setting each role's base pay range, including the competitive benchmarking data for the market and geographic location. Please note that the base pay range may vary in line with our hybrid working policy and individual base pay will be determined based on job-related factors which may include knowledge, skills, experience, and location. Ewing Foley is an equal opportunity employer.

Applicants will not be discriminated regarding age, race, color, religion, sex, sexual orientation, mental or physical disability, gender identity, genetic orientation, or national origin. Must also be able to provide eligibility to work within the United States. Please send your resume and a summary of why you are the right person for this position to careers@ewingfoley.com.

Agency represented resume's will not be considered without prior authorized and signed agreements with the agency.