



Outside Sales Specialist - Electrical

(Southern Idaho)

Key Responsibilities:

Sales Region: Southern Idaho.

Sales Cycle Management:

- Achieve sales growth for Electrical business in the Southern Idaho regions by successfully driving new business from projects, new product sales, product demos and distributor/customer training.
- 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).
- Develop and manage a robust account base of 35-40 accounts.

Client Engagement:

- Actively communicate competitive feedback and market dynamics to help further improve solution set.
- Conduct face-to-face meetings with potential clients, understanding their unique needs and challenges.
- Build relationships across all levels of key contractors, end users and distributor partners.
- Traveling within sales territory to conduct face-to-face meetings and create rapport.
- Attending training, tradeshow, or conferences, as required for future development.

Product and Application Expertise:

- Provide expertise in use of products and coordinate training of key contractors, end users and distributors.
- Deliver presentations and lead discussions highlighting our benefits and value propositions with contractors, end users and distributors.

Other Duties:

- Use CRM as a tool to manage opportunity pipeline and communicate feedback.
- Schedule 9-15 sales calls per week.
- Consistently meet or exceed Sales quota.
- Utilize your calendar to show results.
- Overnight travel.

Additional Job Requirements:

Sales Acumen:

- Applicable experience in technical sales or application experience with the product in the field is preferred
- Organizational and time management skills.
- 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.
- Strong preference for technical sales and value-based selling skills.

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 others.

Adaptability:

- Coachable with a strong focus on career growth.
- A commitment to ongoing professional development and a growth mindset.
- 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:

- Demonstrated achievement in your field of work.
- Skilled in the use of MS Outlook, MS Word and MS Excel (or equivalent software).
- 3-5+ years' experience in sales.

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.