**Territory Sales Representative**

**H&T Global Circuits** is a worldwide leader in PCBs, LCDs and adjacent electronic products, and one of the largest privately owned printed circuit board manufacturing companies in the United States. H&T Global Circuits provides small and large corporations, including government agencies, worldwide manufacturing solutions that meet ever-changing global technology shifts through domestic and off-shore channels including industry-leading rapid prototyping.[More...](javascript:void(0);)

**JOB DESCRIPTION: Territory Sales Representative**

**General Summary:** The Sales Representative will participate in the planning, goal-setting and execution of the company’s strategic sales plan. The Sales Representative will identify and target new customer opportunities, product line adjacencies and new-product development requirements. The Sales Representative is responsible for ensuring consistent, profitable growth in revenue, identifying objectives, strategies and action plans to improve short and long-term sales targets.

**RESPONSIBILITES:**

* Establishes, identifies, qualifies and closes new customer sales opportunities to generate sales revenues that meet or exceed assigned goals in collaboration with Sales VP.
* Develops strategic account plans for existed and targeted customers.
* Develops and conducts introductory and high-level presentations of company and products.
* Delivers timely technical and administrative solution information to create long-term, on-going business relationships and set the stage for future opportunities.
* Performs sales activities on major accounts and negotiates sales price and discounts in consultation with Sales VP.
* Reviews progress of sales throughout the territory.
* Accurately forecasts annual, quarterly and monthly revenue streams.
* Develops specific plans to ensure revenue growth in all company’s products.
* Provides quarterly results assessments of forecasted revenue plan.
* Coordinates proper company resources to ensure efficient and stable sales results.

**COMPETENCIES:**

* Demonstrates effective oral and written skills especially in the ability to present concepts and articulate business value.
* Display effective interpersonal skills sufficient to build positive, productive and effective professional working relationships, with customers and associates.
* Experience in developing effective sales strategies to increase territory revenue
* Problem-solving and analytical skills

**QUALIFICATIONS:**

* BA/BS degree with strong, demonstrated business acumen
* 1-3 years of experience in sales field
* Experience/knowledge of circuit boards or in the electronic distribution industry
* Field travel > 50% or as required
* Advanced proficiency with Microsoft Office programs
* A valid driver’s license

Reports directly to Sales VP.

**If you are interested in this position, please forward your resume along a with cover letter and salary requirements to** [candida@htglobalcircuits.com](mailto:candida@htglobalcircuits.com) .