

Job Purpose:

Sell hardware and software technologies relating to process improvement. Specifically, mobile computers, automated data collection devices, apps, barcode printers and media. Also, sell professional services relating to the integration and support of hardware and software technologies.

Qualifications:**Experience and Education:**

- 1-3 years of profitable selling
- Bachelor degree

Essential Duties and Responsibilities:

- Research and identify potential customers for products or services.
- Engage with prospective buyers and end-users on-site, on the phone and virtually to discuss specific customer needs, product specifications, pricing, availability, and advantages.
- Secure and renew orders and arrange delivery.
- Confer with customers and application developers to assess needs and to determine system requirements.
- Collaborate with Huzzard partners and team members to understand customer requirements, to promote the sale of company products, and to provide sales support.
- Plan and select proper product configuration(s) to meet customer needs.
- Prepare and deliver presentations that explain products or services to customers and prospective customers.
- Respond to requests for proposals for specific customer requirements and industry-specific solutions.
- Recommend improved processes documenting how such changes will lower costs and improve operational efficiency.
- Arrange for demonstrations or trial installations of equipment.
- Provide technical and non-technical support and services to clients or Huzzard team members regarding the use, operation, and maintenance of products.
- Create sales or service contracts for products or services.
- Help diagnose problems during pre-sale and post-sale installations.
- Keep informed on industry news and trends, products, services, competitors, relevant information about legacy, existing, and emerging technologies, and the latest product-line developments.
- Attend company training seminars / webinars to become familiar with product lines.
- Develop sales plans to introduce products in new markets.
- Identify new market sales opportunities and support them to achieve sales plans.
- Document account activities.
- Maintain sales forecasting reports.
- Attend trade shows and seminars to promote products or to learn about industry developments.

Knowledge and Skills Required:

- **Sales and Marketing** - Knowledge of principles and methods for showing, promoting, and selling products and services. This includes marketing strategy and tactics, product demonstration, sales techniques, and negotiation skills.
- **Customer and Personal Service** - Knowledge of principles and processes for providing customer and personal services. This includes customer needs assessment, meeting quality standards for services, and evaluation of customer satisfaction.
- **Resource Management** – Recognize, and utilize, the tools needed to secure the sale and support the customer in the most efficient and effective manner possible.
- **Systems Analysis** - Determine how a system should work and how changes in conditions, operations, and the environment will affect outcomes.
- **Computers and Electronics** – General knowledge of circuit boards, processors, chips, electronic equipment, and computer hardware and software, including applications, programming, wireless networks, and connectivity.
- **Judgment and Decision Making** – Consider relative costs and benefits of potential actions and select optimal action.
- **Complex Problem Solving** – Identify complex problems and review related information to develop and evaluate options and implement solutions.
- **Time Management** - Manage personal time and the time of others.
- **Administration and Management** - Knowledge of business and management principles involved in strategic planning, resource allocation, human resources modeling, leadership technique, production methods, and coordination of people and resources.

Additional Knowledge and Skills:

- **Entrepreneurial mindset** – Passion for having a business plan, executing it successfully and sustaining the success. Desire to be a major contributor to a culture that strives to help other organizations achieve perpetual improvement.