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Field Sales Executive

Job Summary

- High School Degree/ GED
- *Preferred* minimum level of education: related bachelor's degree or technical college diploma. The Field Sales-Account Executive is dedicated to pursuing new business and grow sales in the industrial electronics manufacturing market. You will provide a face to face presence to active accounts as well as prospects in your designated territory. This is a Field based position.

Qualifications

- Minimum 3 years of Field sales in electronics & electronic component industry
- Distribution experience preferred.
- Automotive Connector/Terminal experience highly sought
- Sales into Wire Harness Assembly or Cable Assembly
- Must be a hands-on individual with a competitive edge.
- Must be open to extensive day travel and occasional overnight travel.
- Self-sufficient and self-motivating
- Excellent interpersonal and communication/presentation (verbal, written, & listening) skills
- Must be able to analyze and solve problems and to prioritize while focusing upon attention to detail and accuracy
- Computer literate and familiarity with CRM systems
- Familiarity with Yazaki products, similar Yazaki products, or Yazaki Automotive *HUGE PLUS*

Job/ Responsibilities Duties

- Field Appointments – Customers (New, Existing). Focus accounts TBD.
- Build deep business relationships with customers. Having relationships with multiple contacts in each account is vital to your success.
- Develop a comprehensive knowledge of focus products with key suppliers, to offer support in new designs and solutions to existing problems.
- Sell from Engineering to Purchasing.
- Plan your sales work; set up a series of calls at each account that is proportional to its potential of sales.
- Follow up promptly on assigned sales leads.
- Plan calls geographically to minimize unproductive time.
- Have an objective for each sales call, using specific presentations.
- Follow up on all applicable engineering requests, quotations and update activity database weekly.
- Daily Communication with inside sales partners.
- Have knowledge of competing manufacturers and suppliers
- Recognize the need to sell value and maintain profit margins.



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- Present in monthly account reviews.
- Fully understand all company sales and credit policies and procedures
- Devote the necessary professional effort and positive attitude to operate efficiently and effectively with a minimum of supervision.
- Maintain a clean, neat and reasonably formal appearance. Keep vehicle clean and neat and in good working condition.
- Keep accurate sales-related expenses and file on a monthly basis.

Compensation

- Pay varies depending on experience.

Benefits

- Health Insurance
- Dental Insurance
- Life, AD&D, LTD, and Vision Insurance
- Profit Sharing

About SMD Inc.

Founded in 1988, SMD Inc. is an Authorized Distributor specializing in passive, interconnect, discrete, opto-electronic, electro-mechanical, and frequency control components. SMD Inc. supports various types of electronic and electrical components. SMD Inc. offers a variety of Inventory Replenishment Programs designed to be flexible and responding to the ever-changing needs of our customers. From our corporate headquarters in Irvine, California, SMD Inc. distributes an authorized line card of world-class manufacturers to a diverse customer base in North America, and all corners of the globe.

Our Mission

To provide our business partners with the highest level of Quality, Service, On Time Delivery and Technical Support.

Our Goal

To provide a seamless relationship between our suppliers and customers.