



Get to Yes!

What's your passion? Can you make compelling arguments while convincing people to agree with you? Have you outgrown your inside sales job, and you're ready to spread your wings? Is being successful a goal that inspires you to work very hard? We are looking for a fun,

spirited, disciplined and experienced sales professional that understands B2B Sales.

Lupton Associates is a Manufacturers Representative organization ([www.luptons.com](http://www.luptons.com)) specializing in the sale of Custom Engineered Components (*Moldings, Machined Parts, Castings, Fabricated Metals, Stampings, EMS and Wire Harness Assembly*). We call on OEM's, Design firms, and contract manufacturers throughout the United States.

#### **Job Purpose:**

Builds market position by locating, developing, defining, negotiating, and closing business relationships.

#### **Experience:**

- 2-4 years B2B Business Development Experience Required
- Need to be able to work in an environment with long sales cycles
- Candidate must be self motivated and comfortable communicating at all levels of the prospective customer organization
- Candidate needs to be open to relocation

The field based position includes a salary plus a significant commission component. 401K, all business expenses, medical and other insurances paid.

There is no cap to the income you can earn.

#### **Duties:**

- Focuses on prospecting and new business development.
- Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Protects organization's value by building relationships, servicing existing relationships, protecting the brand, recommending appropriate solutions and building trust with all contacts.
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

#### **Skills/Qualifications:**

Closing Skills, Motivation for Sales, Prospecting Skills, Sales Planning, Selling to Customer Needs, Territory Management, Market Knowledge, Presentation Skills, Excellent communication skills (written and verbal), Resilient and persistent, Goal driven, Professional and honest

Qualified candidates please submit your cover letter and resume to [Solutions@luptons.com](mailto:Solutions@luptons.com).