



M&O Perry Industries

412 N. Smith Ave., Corona, CA 92880
Phone: 951-734-9838 Fax: 951-734-2454

JOB DESCRIPTION : JUNIOR REGIONAL SALES REPRESENTATIVE

Main Job Functions:

- Direct the sales activities in a manner consistent with the annual and long-term goals of the Company.
- Provide suggestions and input on marketing activities in designated territory.
- Provide suggestions and input on Sales and Marketing strategy in designated territory. Effectively manage customer relationships, representative relationships, and field sales assignments.
- Review and analyze the feasibility of potentials projects. Prepare standard machine quotes, submit for approval, and present to customers.
- Provide market analysis and field feedback within the designated territories.
- Develop and implement sales goals and strategies with management.

Duties and Responsibilities:

1. Develop new customer accounts and further penetrate and maintain existing accounts.
2. Identify new sales and marketing opportunities that can enhance business growth and performance.
3. Communicate with Customer Service to ensure consistent customer satisfaction.
4. Represent the Company at technical exhibits, trade shows, customer meetings, etc.
5. Develop, adhere to, and promote the Company policies and safety regulations, and encourage safe work practices.
6. Adhere to, implement, and operate within guidelines of the ISO QMS.

Qualifications:

- BA / BS; technical degree preferred.
- Some background in the pharmaceutical, biotech, or packaging machinery industries.
- Two to five years sales experience.
- Strong communicator and quick learner with basic technical knowledge.
- Extensive domestic travel required.

If you are interested, please contact us at info@moperry.com