



**Date:** April 9, 2018  
**Job Title:** Outside Sales Representative  
**Reports To:** Sales / Branch Manager  
**FLSA Status:** Exempt  
**Approved:** April 9, 2018

## **HSC HOBBS IS LOOKING FOR AN OUTSIDE SALES REPRESENTATIVE**

### **SUMMARY:**

We expect our Outside Sales Representatives (OSR) to be highly motivated representatives of Howard Supply Company, committed to strategic equipment sales and service product offerings within their geographical area. OSR's leverage their strong relationship building skills and product knowledge to support our customer's service and supply needs.

### **ESSENTIAL REQUIREMENTS:**

- Foster and support a culture of excellence and dedication to customer service.
- Cultivate strong working relationships with customers.
- Actively manage call schedule to adequately cover assigned territory in a time-efficient manner.
- Partner with inside sales teams and branch management / district management to ensure superior execution in our retail stores
- Recent employment in the Oilfield or related industry distribution/supplier or manufacturer.

### **WHAT THIS MEANS:**

- The Outside Sales Representative will be expected to develop relationships, manage new and existing accounts, grow HSC brand presence and market share, provide superior service to all customers, participate in company initiatives, and ultimately grow revenue in the assigned territory.

### **ABOUT HSC:**

HSC is America's Energy Service Supplier. From day one our mission has been to provide our customers with the best combination of products, service, and value available. Over HSC's 80+ year history, we have developed a heritage and culture of excellence and service. In doing so, HSC has become the premier value added supplier to the well-servicing segment of the oil and gas industry.

Our market share and geographic footprint continue to expand with the needs of the market place. Founded in Los Angeles by Harald Howard in 1937, HSC now offers the most complete line-up of products and services to the Oilfield, Mining, and Industrial Markets from over 13 stores and service centers.

Supply stores are common, but only at HSC will you find a complete line up of products integrated with design, repair and recertification services. From lifting equipment to pipe handling tools, from specification to recertification, HSC will help you safely extend the economic service life of your equipment.



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**THE DETAILS:**

- Strong business development and sales management abilities and experience.
- Cultivate strong working relationships with customers.
- Emphasize product/service features and benefits, quote prices, discuss credit terms, and prepare sales order forms and/or reports.
- Build and foster a network of referrals to create new opportunities for revenue growth.
- Generate and develop new customer accounts to increase revenue, by cold-calling if necessary.
- Always maintain professionalism, tact, diplomacy, and sensitivity to portray the company in a positive manner.
- Actively manage call schedule to adequately cover assigned territory in a time-efficient manner.
- Maintain and submit accurate records; including sales call reports, expense reimbursement forms, billing invoices, and other documentation as directed by manager.
- Create RFQ responses to existing customer base and potential clients.
- Stay current on market pricing of repairs and communicate to management and customers.

**JOB TYPE:** Full Time

**SALARY:** DOE

**EDUCATION AND/OR EXPERIENCE:**

- Recent Oilfield Experience, 1-4 years sales experience and/or training; or equivalent combination of education and experience.
- Bi-Lingual a plus.

**COMMUNICATION SKILLS:**

- Professional and effective written and oral communication.
- Exemplary customer service skills
- Strong initiative and ability to work independently
- Demonstrated work ethic, integrity and professional conduct.

**CERTIFICATES, LICENSES, REGISTRATIONS:**

- Must possess a valid driver's license with a clean driving record.

**PHYSICAL DEMANDS/WORKING ENVIRONMENT:**

- Ability to travel as needed.
- Manual dexterity required to use desktop computer and peripherals.
- Occasional lifting of items up to 25 lbs.

Please submit resume to [hscareers@howard-supply.com](mailto:hscareers@howard-supply.com).