



Date: November 7, 2017

Job Title: Territory Sales Representative

Reports To: District / Branch Manager

FLSA Status: Exempt

Approved: November 7, 2017

HSC WILLISTON IS LOOKING FOR AN ALL-STAR TERRITORY SALES REPRESENTATIVE

SUMMARY:

We expect our Territory Sales Representatives (TSR) to be highly motivated representatives of Howard Supply Company, committed to strategic equipment sales and service product offerings within their geographical area. TSR's leverage their strong relationship building skills and product knowledge to support our customer's service and supply needs. TSRs also work with Branch Managers/District Managers to achieve targets and ensure compliance in accordance with agreed upon standards of excellence. At HSC, we pride ourselves on embracing innovation, providing superior service to our customers, and never being satisfied. Our TSRs are perfect examples of employees who constantly strive to outperform themselves time and time again.

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 supply / manufacturer.

WHAT THIS MEANS:

- The Territory 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 repair centers.



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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.

THE DETAILS:

- Strong business development and sales management abilities and experience.
- Cultivate strong working relationships with customers.
- Perform professional presentations or demonstrations of company product(s)/service(s).
- Develop and penetrate all targeted accounts and radiate sales from within designated region.
- Overcome objections of prospective 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.
- Prepare PO for customers indicating best pricing and communicate to customer
- Stay current on market pricing of repairs and communicate to management and customers.
- Spearheads development and organization for technical repair facility including participating in training and development of skilled mechanics.
- Identifies essential spare parts to support repair facility and coordinates stocking levels with District Manager and ICM.
- Achieves financial objectives by participating in monthly reports, annual budget process, reviewing expenditures, analyzing variances, and monitoring operating expenses associated with equipment sales and service.
- Maintains professional and technical knowledge by attending workshops, reviewing professional publications, establishing networks and participating in professional societies.
- Familiarity with CRM, and ERP Systems.

QUALIFICATIONS:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.



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COMPETENCES:

- Job knowledge – competent in required job skills and knowledge; exhibits ability to learn and apply new skills; uses resources effectively.
- Technology - demonstrates required skills and adapts to new technologies. Uses technology to increase productivity.
- Demonstrates attention to detail.
- Problem solving – identifies and resolves problems in a timely manner; gathers and analyzes information skillfully; works well in group problem solving situations; uses reason even when dealing with emotional topics.
- Customer focus, tracking budget expenses, market knowledge, client relationships.

THE OFFER:

- Join a growing, innovative oilfield service supplier and grow our Williston business.
- You will be provided with a company vehicle and excellent training and support.
- You will also be eligible for an incentive program for on target performance which includes accelerators when exceptional performance levels are achieved.
- A company laptop and mobile phone allowance are provided, as well as expenses policies to assist with developing business.

JOB TYPE: Full Time

SALARY: DOE

EDUCATION AND/OR EXPERIENCE:

- 4 year under graduate degree; or 5 to 7 years related experience and/or training; or equivalent combination of education and experience.

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.

MATHEMATICAL SKILLS:

- Ability to perform calculations and mathematical figures, percentages, prepare quotes, pricing strategies and forecasting.
- Ability to participate and contribute to determining commission plans and pay ranges.

COMPUTER SKILLS:

- Expert with inventory control and order entry software applications (MRP/ERP).
- 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.



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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 email resume to hscareers@howard-supply.com.