



✓ **Outside Sales:**

Fast growing distributor of Electronic Power Supplies & Components is now open in Sonora, CA area. This is a field based sales position requiring most of your time spent directly interfacing, supporting, and developing the company's customer base and sales agents.

Responsibilities include increasing sales within an assigned geographic sales territory, directly supervising and managing our independent sales agents, ensuring that all customers within the territory receive excellent service & supporting a timely fashion and to provide persistent follow-up as to increase sales volume at existing accounts while identifying, developing, and closing new business and customers.

Expertise in selling, excellent communication skills, very strong people and people management skills, superior organizational skills, and computer proficiency are the tools required for success in this position. You must also be able to function in a high-volume, time sensitive environment.

Being able to provide great attention to detail and a strong orientation towards technical product comprehension are also important since we sell technical products to engineering based companies.

You must be a self-starter requiring little supervision, able to function as a team player, and have a willingness to learn new skills. We use state-of-the-art Internet-based computer and telecommunications systems to ensure a highly productive, flexible, and efficient operation.

We will provide training and your compensation will include salary, no-cap commissions based on your actual results, and health benefits.

Please direct all inquiries via e-mail to the attention of Bill Gordon at jobs@power-plus.com, fax your resume to (209)532-0747, or call (209)532-2994 x101.