



Job Description: Field Sales Professional –New England and New York

If you have an interest in selling Design-to-Manufacturing Solutions and Teaching Labs to secondary and post-secondary schools, send us your resume! Someone with experience either teaching or selling to schools would be able to get on their feet quickest, but any sales background or sales interest may be considered for our TEC Team. Some items you would be selling are **3D printers, laser engravers, fab lab equipment, technical teaching labs**, and more!

Position Duties and Responsibilities:

- Promote TEC product lines to all of our market segments: Grades 6-12, technical high schools, career centers, community colleges and universities.
- Operate from a home based office in the determined territory.
- Utilize in person visits, telephone, email, web demos, social media and events.
- Drive new business by making appointments with decision makers and following up on TEC generated and manufacturer supplied leads.
- Prepare quotations and proposals for software, equipment and services. An inside sales team will assist with these duties.
- Build and control the sales pipeline: make prospecting contacts, follow up with prospects, qualify opportunities, set appointments, make sales presentations and close.
- Attend trade shows, seminars and open houses in the sales territory.
- Deliver sales presentations via phone, web demonstration or on site.
- Distribute product literature to prospects and generate follow up activities.
- Update customer database daily. Experience with ACT contact management software a plus.
- Daily travel to visit customers and prospects. Some overnights and occasional national trade show attendance required.

Skills/Qualifications:

Field sales skills- self motivation, prospecting and presentation skills, pipeline management skills. Goal Oriented. Questioning and Listening skills. Sales “hunter” skills. Possess superior telephone prospecting skills and professional writing skills. Ability to learn, understand and explain technical products to educators.

Job Requirements:

- Minimum of an Associate’s degree with a Bachelor’s Degree preferred
- Minimum of 2+ years’ experience in a field sales position in the Technology or education industry preferred.
- Demonstrated ability to consistently exceed sales quotas
- Clean vehicle driving record
- Experience with Microsoft Office tools – Outlook, Word, Excel, PowerPoint
- Experience with CAD software, 3D printing or laser engraving a plus.