

Ponaflex America Inc., a subsidiary of Ponaflex Corporation, has an opportunity for an aggressive and career minded [Field Sales Representative / Manager](#) in Irvine CA office.

Job Description:

An ideal candidate will be responsible for the outbound sales efforts in assigned territory. The right candidate is a motivated self-starter, comfortable making the sales approach on their own and able to independently target opportunities and develop strong long term relationship with customers.

Essential Duties and Responsibilities:

- * Marketing and sales for industrial & agricultural hose products in assigned territory.
- * Creatively establish new approaches to target and reach new market segments.
- * Sales call visit to local hose distributors in the West Region.
- * Establish and refresh sales contact and target lists frequently as needed.
- * Maintain and retain relationships of existing clients.
- * Responsible for accurately tracking and communicating all activity to Management and/or Operations as appropriate.
- * Responsible for submitting all paperwork completely and accurately.
- * In addition to these typical duties, may perform other assigned and required duties.

Qualifications:

- * Must have a keen interest in Sales & Marketing and a desire to grow in this field.
- * Ability to work flexible and extended hours when necessary.
- * Must have strong organizational skills and detail oriented.
- * Proficient in computer and MS office software applications.
- * Must be US Citizen or be able to work legally in US.
- * Willingness to travel up to 40% to client locations.
- * Excellent verbal & written communication skill.
- * Ability to multi-task.

Education and Previous Experience:

- * One to two years field sales experience desired.
- * Industrial hose experience is helpful **but not required.**
- * **WE ARE WILLING TO TRAIN THE RIGHT PERSON.**

Salary Range:

This is a salary position and pay is determined based on experience.
Please submit your resume and salary history to mwu@ponaflexusa.com
(Email only: NO PHONE CALLS PLEASE)

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