

Manufacturing Field Representative

Position Title: Field Representative

Base Location: Belgrade, MT

Job Status: Full Time

Pay: Base salary \$50,000.00/year, \$750.00/week of travel bonus (approximately 21 weeks). Estimated annual earning \$65,000.00+.

Work Schedule: Travel approximately 21 weeks a year, balance of time a minimum of 40 hrs./wk. in office.

To apply, please email resume to info@litesys.com

Position Summary

A Montana electronics manufacturing company is seeking to hire a full-time manufacturing field representative (Field Rep). This position is responsible for visiting customers and prospective customers within defined regions of the United States and Canada. The purpose of a visit is to demonstrate, train and support vehicle changeable message sign (VCMS) products. The signs are generally installed on paint striping, road maintenance, and incident response vehicles throughout the US and Canada. A vehicle changeable message sign is used to display messages that inform and direct traffic through road/highway work zones.

Reporting

The Field Rep. reports directly to the Corporate Sales Manager.

Job Responsibilities

- Develop a robust knowledge of the product line and services.
- Research and contact customers, prospects, and leads to schedule on-site visits for the purpose of providing product updates, training, support, and equipment demonstrations.
- Travel to visit customers and prospective customers located within a defined sales territory within the United States and Canada.
- On average, seven (3 weeklong) business trips are scheduled throughout the course of a calendar year (approx. 21 weeks a year).
- Prepare and send daily reports of the trip visits to the Corporate Sales Manager.
- Participate in and/or attend trade shows.
- Other additional office duties may be assigned.

Competencies

- Exhibits a positive attitude and willingness to listen, learn, and serve others.
- Is self-starting, self-motivated and takes initiative.
- Understands how one is perceived by others, taking actions calculated to have a positive effect.
- Engages and relates to people, for the purpose of understanding and addressing needs.
- Effectively communicates, through writing and/or speaking to an individual or group of people.
- Works well independently and in a team environment to achieve goals and objectives.
- Plans and organizes time and resources efficiently.
- Dexterity in the use of hand and electric tools.
- Ability to follow instructions to troubleshoot remotely is essential.
- Comfortable operating electronic devices such as a laptop computer, GPS, smart phone, and other handheld touchscreen and keypad controllers is preferred.
- Proficient using MS Office (Word, Excel, Access, Power Point, and Outlook) and Contact Relation Management (CRM) applications is preferred.
- Valid driver's license and a clean driving record.

Manufacturing Field Representative

- Driving long distances may be required at times.
- Ability to fly to a location and drive a rental car (must be 21 to rent car).
- Lifting objects, weighing up to 75 pounds may be required from time to time.
- Knowledge and experience in electrical, electronic, and mechanical assembly a plus.

Education/Experience

The minimum knowledge, skills and abilities required for this position are typically acquired through a combination of education and experience equivalent to receiving a postsecondary degree.

Company Benefits

- Health Insurance and Short-Term Disability Benefits.
- Company Holidays: New Year's Day, Memorial Day, July 4th, Labor Day, Thanksgiving (2 days) & Christmas Day.
- Floating Holidays: There are 5 floating holidays per year.
- Vacation Leave: 9 days/yr. to start.
- Personal Leave: 6 days/yr.
- Simple IRA Retirement Plan