

**CFE-MacInnis**

1650 Sycamore Avenue, Suite 9

Bohemia, NY 11716

<https://www.cfe-macinnis.com/>

**Position:** Outside Sales Representative

Founded in 1954, CFE-MacInnis is a leading electronics manufacturers' representative covering Metro New York and Mid-Atlantic. CFE-MacInnis is a subsidiary of [MacInnis Group](#), which also provides professional coverage in the Electronics Representative Association (ERA) territories of New England and Upstate New York. Our mission is to be a resource for our customers, connecting them with the product and capabilities supplied by the world-class principals we represent.

We have an opportunity for an energetic self-starter to join a dynamic sales organization with tremendous upside potential. We are looking to hire an enthusiastic and driven Outside Sales Representative who can sell multiple lines synergistically and drive sales growth.

**Responsibilities:**

- Call on electronic OEMS in the greater Philadelphia/eastern PA territory.
- Build and sustain long-lasting relationships with new and existing accounts.
- Submit regular sales reports to management.
- Inform potential and existing customers of product features and benefits.
- Provide innovative solutions for customer designs.
- Engage and maintain relationships with distribution channels.
- Create and present persuasive sales proposals to customers to encourage sales and repeat business.
- Travel within the territory to conduct face-to-face meetings with existing and potential customers.
- Continually meet or exceed sales targets by selling company products to new and existing customers.
- Develop and implement an effective sales strategy to drive sales.
- Research competitors' products and pricing as well as market conditions.
- Keep abreast of the latest industry developments by attending meetings, training workshops, and industry events.
- Strategically negotiate with potential and existing customers to close sales.

**Requirements:**

- Excellent organizational skills.
- Effective written and oral communication and negotiation skills.
- Exceptional customer service skills.
- Highly organized and initiative-taking.
- Outside sales experience.

- Familiarity with Customer Relationship Management (CRM) software.
- Ability and willingness to travel inside and outside of the territory for principal and customer meetings and industry events.

**Salary and benefits:**

- Base salary (negotiable based on experience) with pool plan commission structure
- Generous car allowance
- 401K
- Health insurance
- Entertainment expense allowance
- Mobile phone plan

**Interested candidates should send cover letter and resume to [sales@cfe-macinnis.com](mailto:sales@cfe-macinnis.com).**