



<b>Job Title:</b>	Technical Sales	<b>Job Category:</b>	Sales
<b>Department/Group:</b>	Sales Department	<b>Job Code/ Req#:</b>	
<b>Location:</b>	Irving, Texas	<b>Travel Required:</b>	As Needed
<b>Level/Salary Range:</b>		<b>Position Type:</b>	Full Time
<b>HR Contact:</b>	George Mioc	<b>Date posted:</b>	October 1, 2014
<b>Will Train Applicant(s):</b>	Experience Required	<b>Posting Expires:</b>	
<b>External posting URL:</b>			
<b>Internal posting URL:</b>			
<b>Applications Accepted By:</b>			
<b>FAX OR E-MAIL:</b> (972) 712-7901 or <a href="mailto:careers@psixtrusions.com">careers@psixtrusions.com</a> Subject Line: Job Opening <b>Attention:</b> HR Job Opening		<b>MAIL:</b> PSI Industries, Inc. 1860 Hurd Drive Irving, TX 75038	
<b>Job Description</b>			
<p><b>ROLE AND RESPONSIBILITIES</b></p> <ul style="list-style-type: none"> <li>• Develop and recommend marketing objectives, strategy and sales volume forecasts for assigned sales volume forecasts for assigned sales areas.</li> <li>• Work with engineering on product development.</li> <li>• Evaluation of inquiries. Prepare proposals, prototypes defined, select product, customer visits, discuss sales terms, and close the deal.</li> <li>• Responsible for achieving Sales and growth targets by taking a lead role in landing large accounts</li> <li>• Guiding and directing outbound sales effort to target new customers</li> <li>• Close new business with large customers. Provide support after sales to these large accounts when needed.</li> <li>• Develop and approve special order pricing; assist in establishing profit margin determinations and minimum margin requirements.</li> <li>• Actively work with field sales, independent representative/distributors to land major accounts and support them.</li> <li>• Maintain a high level of productivity and morale.</li> <li>• Design and conduct product training programs.</li> <li>• Keep current on competition, key customer requirements, market conditions and general business climate; participate in pertinent trade association and related activities.</li> </ul>			



**QUALIFICATIONS AND EDUCATION REQUIREMENTS**

- BS/BA. Technical degree preferred
  - 3+ years of Business to business technical sales experience.
  - Ability to work effectively with engineering and manufacturing teams.
  - Demonstrated project management experience.
- Results- and process-oriented mindset.

Reviewed By:	Kyle Coates	Date:	September 15, 2014
Approved By:	George Mioc	Date:	September 15, 2014
Last Updated By:	Kyle Coates	Date/Time:	9-15-2014 10:00