



Outside Technical Sales Representative (Southern, CA)

Job Description:

The Outside Technical Sales Representative will be responsible for establishing and developing new customers for CDM Electronics, Inc. as well as maintaining existing accounts. This position requires exercising independent judgment to perform the responsibilities described herein. The candidate must be able to identify new opportunities that align with CDM's core products and capabilities. Extensive travel within defined territory will be required.

Job Location:

Based in Southern CA Office
Travel required
Will need home office space

Job Responsibilities:

- Maintain and enhance existing customers in defined territory
- Identify and develop new business opportunities
- Develop solid relationships with our manufacturer's representatives and factory representatives in defined territory
- Work closely with marketing and product management to recognize and promote CDM's products and services
- Ensure that databases are current and updated with accurate customer information
- Execute timely prepared expense reports, call reports and assigned projects
- Keep management and team members informed of all relevant activity

Physical Requirements:

- Must be able to sit and/or stand for long periods of time
- Must be able to drive/fly as needed to visit customers and attend trade shows

Education/Experience/Skills:

- Min of 3-5years experience with connectors, wire and/or value added assemblies
- Bachelor's degree preferred in a technical or related field

- Self-starter; motivated and team focused
- Strong presentation, organizational and time management skills
- Outstanding verbal and written communication skills
- Proficient in the use of MS Office
- Exceptional interpersonal skills
- Strong technical skills; able to suggest application solutions
- Ability to travel within the US

Salary:

- Salary plus incentive plan based on growth

Company Description:

CDM Electronics began in 1993 as a Military Surplus distributor and in 1997 transitioned into an authorized distribution business. In 1999, after a few years of success as an authorized distributor, value added contract manufacturing services were added to enhance our interconnect product offering. Today, CDM is headquartered in New Jersey, in a company owned facility. The New Jersey headquarters is supplemented by regional branch offices in Irvine, California and Plano, Texas. CDM Electronics specializes in the distribution of interconnect products and contract manufacturing services. Our mission is to provide every customer with exceptional interconnect products and value added services that exceed their expectations.