

Sales Representative
Multiple Sales Regions available throughout the U.S.

As the New Year approaches, EDP LLC is looking to hire a Sales Representative to expand its U.S. presence in the rapidly growing identification, tracking and management industry. EDP has multiple technologies available so you can offer the solution that best fits your customer's requirements. From bar code to RFID tracking software, from paper labels to tags, EDP has way to meet the requirements of tracking critical assets.

Based in Broomfield, Colorado, EDP has a responsive and supportive organization that supports its sales team with innovative solutions. With installations throughout the US government and datacenters, along with success in the finance, legal, healthcare and manufacturing industries, EDP has a proven track record of success.

If you are in the identification and tracking industry, are competitive, technically competent, creative and are customer focused, then EDP is a place where you can meet both your financial and career targets. A growing company with a healthy investment in technology, EDP allows you to meet your customer's complete track and trace requirements.

Both your compensation package and your career possibilities are uncapped. You will be free to determine your own destiny with the backing of a well-developed customer service organization that ensures that you will be delivering a quality product.

Take your demonstrated success in growing sales and market share and in the pressure sensitive bar code label, RFID identification and tracking industry.

Your success will depend on your ability to:

- Listen and understand our customers to ensure we continually have a compelling solution
- Understand how to work multiple dealer channels
- Work the five product lines to maintain or establish leadership.
- Be a hunter - go after new accounts directly and aggressively
- Be able to travel 50% of the time

The success candidate will have experience with digital printing, value added distribution, RFID and software sales. He or she will understand basic marketing principles such as focusing on the core, market definition, channel development and support, sales management and programs and customer growth.

Additionally, this person will have had a history of keeping abreast of the latest product and technology trends in barcode and RFID technologies and will work to ensure that the company maintains differentiation in the market as well as a compelling product portfolio.

Must have Skills and Experience for Resume Consideration:

- College educated plus 3-5 years of direct experience selling within multi-channel B2B environments
- Experienced with CRM and analytics tools
- Understands bar code technology and is at least familiar with RFID.
- Is technically competent

Duties and Responsibilities:

- Meets agreed upon quarterly sales and earnings targets
- Provides input into development and marketing to ensure the product offering is compelling to facilitate profitable sales growth
- Builds appropriate channels to maximize coverage and end user relationships
- Properly guides sales and engineering and operational resources to maximize return on effort
- Develops metrics for themselves to show progress on critical activities and company goals
- Prioritizes activities to achieve progress toward meeting metrics
- Ensures integrity of sales and cost data
- Utilizes fact based analyses with strong support tempered by good intuition
- Communicates progress openly and regularly to all personnel both individually and collectively

Requirements Personal and Professional Traits:

- Strong organizational skills
- Self-motivated, bright and has a demonstrably proven impressive work ethic
- Enjoys learning and taking on new challenges
- Uses efficient and effective interpersonal, written and oral communication
- Has tact and integrity, conducts business with high moral standards
- Ability to identify and mitigate risks associated with choices
- Project management skills
- Computer and finance savvy
- Able to have both a holistic and future oriented perspective of the company
- Balance of humility and self confidence
- Performance oriented and enjoys under-promising and over-delivering on reasonable goals
- Never satisfied with the status quo but wants to be better tomorrow than they were today

Compensation and Benefits:

- Competitive salary; commensurate with experience
- Benefits package available

To Apply:

Send resume and salary requirements to: HumanResources@edp-usa.com