



## **Our Company**

SUPERIORITY OF PRODUCT, SERVICES, PEOPLE, AND "THE PRICELESS INGREDIENT".

Spanning over nine decades, Hugh M. Cunningham Companies has personified a sales agency for building products: mechanical, light industrial, waterworks, fire protection, turf, irrigation, HVAC, waterwell, agriculture and plumbing products. HMC represents the best manufacturers in the SouthCentral United States: Arkansas, Louisiana, Mississippi, New Mexico, Oklahoma and Texas. Our founder, Hugh M. Cunningham, Sr. was responsible for establishing one of the first manufacturers' representative agencies west of the Mississippi, as well as numerous innovations that directly impacted the way manufacturers' representatives operate today. HMC employs over 130 people focused on one overriding goal: marketing, selling, and servicing our vendors, to our customers, in our territory.

**Job Title:** Account Manager  
**Area of Interest:** Plumbing, HVAC, Fire and Water Works, Irrigation  
**Location:** Arkansas (**Must Live in Arkansas, near Little Rock**)

**Job Purpose:** Responsible for all sales activities in assigned accounts and/or regions.  
Responsible for generating revenue by developing market potential through forecasting, lead generation, qualification, closing sales, recommending of product, and market activity reporting.

### **Job Duties and Responsibility:**

- Serve as a knowledgeable research partner and provide expertise to prospective and existing customers
- Establish and maintain current client and potential client relationships
- Coordinate and communicate effectively with Customer Service Department
- Compile lists of prospective customers for use as sales leads, based on information from newspaper, business directories, industry ads, trade shows, Internet web site, and other sources
- Travel throughout territory to call on regular and prospective customers to solicit orders, or talk with customers by phone
- Display or demonstrate products, using samples or catalogs, and emphasize saleable features
- Enter new customer data and other sales data for current customers into CRM database
- Prepare action plans and schedules to identify specific targets
- Identify and resolve client concerns
- Participate in marketing events such as seminars and trade shows

### **Skills/Qualification:**

Verbal Communication, Closing Skills, Motivation for Sales, Sales Planning

### **Education and Experience:**

Bachelor's degree in sales or marketing related field and/or 3 to 5 years' experience related experience. Outside sales experience in related industry, preferred not required. Proficiency with Microsoft Office (Word, Excel, PowerPoint). Proficient in the use of technology (computer/ tablet). Familiar with mobile applications.