



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, water well, pool, agriculture, and plumbing products. HMC represents the best manufacturers in the South-Central 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.

www.hughcunningham.com

Job Title: Project Sales Engineer Account Manager (PSEAM)

Location: Houston Area

PSEAM: Provide Technical Support to Project Sales by calling on groups of Architects, Engineers, Facilities and Owners for specification development and prior approvals in assigned marketplaces.

Job Duties:

- Provide Technical support to the Project Sales team
- Establish and maintain relationships with owner, architects, and engineers.
- Present represented products to the approving authority on upcoming projects.
- Travel throughout assigned territory to meet with owners, architect, engineers and approving authority.
- Prepare action plans and schedules to identify specification needs
- Prepares cost estimates by studying blueprints, plans, and related customer documents; consulting with engineers, architects, and other professional and technical personnel.
- Submits prior approval to approving authority.
- Following up with Approving Authority for detail and sizing of products.
- Conferring with technical support staff; costing engineering changes.
- Develops customer's staff by providing technical information and training.
- Complies with federal, state, and local legal requirements by studying existing and new legislation; anticipating future legislation; advising customer on product adherence to requirements; advising on needed actions.
- Prepares sales engineering reports by collecting, analyzing, and summarizing sales information and engineering and application trends.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.



HUGH M. CUNNINGHAM COMPANIES

THE MANUFACTURER'S REPRESENTATIVE
A BUILDING PRODUCTS COMPANY
SOUTH CENTRAL USA

Competencies:

- Analytical- Uses intuition and experience to complement data.
- Customer Service- Manage difficult or emotional customers situations; meets commitments.
- Interpersonal Skills- Maintains confidentiality.
- Business Acumen- Understand business implication of decisions; display orientation to profitability; Demonstrate knowledge of market and competition; Aligns work with strategic goals.
- Cost Consciousness:- Works within approved budget; Contributes to profits and revenue; Conserves organizational resources;
- Strategic Thinking- Analyzes market and competition; Identifies external threats and opportunities; Adjust strategy to changing conditions.
- Adaptability- Adapts to change in the work environment; Manages competing demands; Changes approach or method to best fit the situation; Able to deal with frequent change, delays, or unexpected events.
- Innovation- Presents ideas and information in a manner that gets other's attention.

Skills/Qualifications:

Presentation Skills, Internal Communications, Informing Others, Verbal Communication, Closing Skills, Motivation for Sales, Sales Planning, Territory Management, Prospecting Skills, Persistence, Meeting Sales Goals, Reporting Sales Activity, working knowledge of Microsoft Excel, Word and PowerPoint.

Education and Experience:

Bachelor's Degree in Engineering, Mechanical Engineering, Sales or Marketing related field, preferred not required. And or 3 to 5 years' experience outside sales experience in related field, preferred not required.