



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/Outside Sales

Area of Interest: – light industrial, plumbing, mechanical, waterworks, fire protection, turf, irrigation, waterwell, HVAC and agriculture products.

Location: Northern New Mexico and Albuquerque

Job Purpose: This is an important and exciting role responsible for growing our customer and manufacturer base, generating revenue, and building meaningful working partnerships. Our Account Managers work closely with our Inside Sales team to provide the world-class customer service and value for which the Hugh M. Cunningham Companies are known.

Job Duties and Responsibility:

- Serve as a knowledgeable **research partner** and provide expertise to prospective and existing customers
- Establish and maintain current customer and potential **customer relationships**.
- Coordinate and **communicate effectively** with internal departments to facilitate customers'
- **Compile** lists of prospective customers for use as sales leads.
- Travel throughout assigned territory to **develop new business** from existing customers and actively seek new sales opportunities from prospective customers.
- Display and **demonstrate** products and their features.
- Identify and **resolve** customer concerns.
- **Participate** in marketing events such as seminars and trade shows.

Skills/Qualification:

Excellent verbal and written communication, presentation skills, effective closing skills, motivation for sales, organizational skills, sales and prospecting skills, Bi-lingual preferred, but not required (**Speaking/ reading/ writing Spanish**)

Education and Experience:

Bachelor's degree in Business related field and/or 3 to 5 years' sales 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.