



Our Company

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

For over nine decades, Hugh M. Cunningham Companies (HMC), a Diversified Construction Products Sales Agency, has represented commercial, industrial, and residential manufacturers of Plumbing, AC, Waterworks, Fire, Turf, water well and irrigation products for the South- Central USA. HMC Companies are committed to providing exceptional marketing, sales, and distribution with world class customer support to all our strategic partners. HMC accomplishes this mission while enabling our associates to attain career growth, recognition, and security. HMC represents the leading global manufacturers in our industries.

Job Title: Project Sales Engineer Account Manager (PSEAM)

Location: Based in Oklahoma City - Will travel within Oklahoma as well as New Mexico and Arkansas

PSEAM: Provide Technical Support to Project Sales by calling on groups of Architects, Engineers, Facility Managers and Owners with the goal of having HMC represented products specified for projects in assigned marketplaces.

Job Duties:

- **Travel** throughout assigned territory to meet with approving authorities: facility managers, owners, architects, engineers.
- Establish and **maintain relationships** with owners, architects, and engineers.
- **Present** represented products on upcoming projects.
 - 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.
- **Follow up** with Approving Authority for detail and sizing of products.
- Consult with technical support staff; to adjust quotations based on engineering changes.
- Provide technical information and **training** to engineer and architect contacts.
- **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, 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.

**Competencies:**

- Customer Service- Manages 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.
- Adaptable - 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.
- Innovated- Presents ideas and information in an original manner that gets other's attention.
- Must be willing to travel 50% of the time.

Skills/Qualifications:

Presentation Skills, Excellent Communications skills, Closing Skills, Motivation for Sales, Sales Planning, Territory Management, Prospecting Skills, Time Management, 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. Must have 3 to 5 years' experience outside sales experience in related field, preferred not required.