**Universal Photonics**, Long Island based world-leader in critical preparation materials, dedicated to advancement of surfacing and polishing technologies, is seeking for an experienced Field Sales Representative to support our West Coast territory. Successful FSR will be responsible for driving sales growth by identifying new business opportunities, building and maintaining customer relationships, and achieving sales targets. Remote position.

**Responsibilities:**

* Responsible for the direct sales of Universal’s products in a defined territory.
* Ability to generate profitable sales on new and existing accounts.
* Call on customers, provide product information and follow up on quotes to close business for Universal Photonics.
* Responsible for identifying business opportunities to maintain sales levels in accounts and developing and targeting new accounts.
* Responsible for coordinating sales efforts with inside sales and providing flow of data on accounts, competitors and suppliers to product management.
* Must interface with the product development team to communicate new product requirements as appropriate to meet customer needs.

**Additional Responsibilities include, but are not limited to:**

* Participating in account strategy sessions
* Providing product/supplier information
* Proactive account management
* The ability to build influential customer/supplier relationships
* Strong interpersonal skills
* The ability to work collaboratively with internal and external resources to generate sales
* Managing and resolving customer and supplier issues that occur
* Capable of coordinating visits and travelling up to 60%

**Minimum Qualifications:**

* 5 years previous field sales experience
* Experience travelling to and coordinating customer visits
* Experience soliciting business from both existing and potential new accounts
* Support trade shows by engaging with customers and speaking about products and processes
* Requires standing for long durations of time  
  Experience with CRM / Customer updates and reporting
* The ability to decisively react to a changing environment
* An understanding of distribution sales channels
* Excellent oral and written communication skills
* PC skills, including Microsoft Word, Excel & MS Outlook
* Strong organizational skills
* A college degree or relevant experience

UPI offers competitive salary and comprehensive benefits package, which includes health and dental plans and a 401(k) with an attractive match.