



Join our SWARCO McCain Team as

Sales Executive (m/f/d)

Location: Los Angeles / California / United States | Full-time

Start your journey with us and submit your resume/CV. McCain is an equal opportunity employer. This employer participates in E-Verify.

Your Challenge

As part of the SWARCO group, McCain is always looking to strengthen its organization by adding the best available talent. We're seeking a Sales Executive to be responsible for developing strategies and pursuing business opportunities for San Luis Obispo, Santa Barbara, Kern, Ventura, Los Angeles, and Orange counties. Actively monitor and analyze sales activities including customer contact, communication, and coordination, leading to an exceptional customer experience.

- Provide strategic sales efforts to drive business opportunities through consultative approaches, including a great understanding of benefits and value proposition for the product portfolio
- Regular visits with end customers, consultants, etc. to develop positive working relationships and education on product offering
- Complete prospecting activities to establish first and follow up appointments with customer decision makers
- Proactively promote an open flow of information up, down and across the organization so that all concerned are well informed
- Prepare and deliver presentations and follow up with key decision makers
- Utilize company's CRM system on a daily/weekly basis, scheduling, and documenting activities, and developing prospective customer profiles
- Coordinate with technical representatives and product management to determine and interpret customer requirements
- Strong understanding and communication about market conditions, competitive activities, and relevant information to the Regional Sales Manager
- Regularly meet with the RSM to review opportunities
- Attend industry meetings and events
- Work closely with Marketing and Product Management to refine and improve market position; assist in development of messaging, sales tools, campaigns, promotions, and necessary marketing plans
- Participate in the preparation of strategy planning
- Provide project interaction support for strategic projects

Your Profile

- 3-5 years' experience selling products or services to governmental agencies; experience in the Intelligent Transportation System (ITS) industry is strongly preferred
- Must be computer literate and have working knowledge of MS Office Suite and CRM systems
- Possess proven analytical and problem-solving solutions for the customer and the company
- Experience in prospecting and tracking opportunities
- Strong leadership skills, high energy, team-oriented, self-starter with high sense of urgency
- Excellent written, communication and presentation skills, including strong personal selling and negotiation skills
- Ability to work with minimal supervision and direction
- Possess an entrepreneurial spirit is a plus
- Ability to maintain high-level business relationships with the decision-makers for key account customers
- Maintain highest level of professionalism under pressure
- Must present and communicate in a professional manner
- Must be self-motivated and able to work independently to meet or exceed goals
- Possess strong organizational, planning and time management skills
- Ability to travel 50% or more, prospecting new customers, visiting existing customers, attending trade shows and

- conferences throughout San Luis Obispo, Santa Barbara, Kern, Ventura, Los Angeles, and Orange counties
- Must have good driving record

Ihr Benefit

- A GREAT work environment with fun, friendly, knowledgeable, and helpful team members
- Benefit package to support you and your family's health. From medical, dental, and vision, to flexible spending accounts for both health and dependent care
- Educational reimbursement to help keep your career updated
- Save money on tickets to the San Diego Zoo, other amusement parks, movie theaters, indoor skydiving, and so much more with our employer discount program
- Paid time off, holidays, company-match 401(k) plan and more
- Full telework schedule

The future begins today. Yours too?

Join SWARCO McCain. We look forward to receiving your detailed application via online form:

McCAIN, Inc.

2365 Oak Ridge Way

Vista, CA, 92081

USA

Information on processing of your personal data is available here (<https://swarco.com/privacy-information-applicants>).