Field Sales Development Program

Are you looking to become part of a unique, innovative and growing company? A place where you are empowered to make a difference? Then Field is the place for you! (www.fieldfastener.com)

**Who is Field?** Field is a company with proven sustained growth for the past 24 years, and that growth is attributed to our team environment and people. Field has been acknowledged by INC as being one of the fastest growing privately held companies in the country for 4 consecutive years. We have a very unique culture and strive to be the premier workplace in our area. Field is run by effective leadership where each team member is fully empowered and encouraged to make a difference. We are customer focused and have a high degree of integrity and accountability. We place emphasis on recruiting and retaining outstanding team members with a commitment to learning and skill development. Teams are used throughout the organization and are at the core of the management system. All Field Team Members understand and work toward our short and long term objectives and have open communication to maximize quality, productivity, and instill a unique organizational culture.

**What products and services does Field provide?** Field is a full service, technically competent, global provider of inventory management and complete supply chain solutions for fasteners and other small components. We are the best in the industry at providing ongoing cost reduction through both technical support services and inventory management systems. Field has built its reputation on meeting customers’ quality, cost reduction and inventory targets by utilizing superior systems, team members and suppliers. Whether the need is for fasteners or other small components, logistic services or technical support; in North America or around the world, Field takes pride in being the single source partner.

**What are the key requirements and objectives of this position?** We are seeking to employ a passionate, inquisitive full-time team member to join the Sales Development Program. This team member’s primary responsibility will be to learn our business from the ground up and understand the key functional areas of the company. This program is a 9 – 18 month program depending on the background and experience of the individual and will lead to a position in outside sales within our organization. The qualified candidate is results oriented, articulate, has the desire to succeed and a strong work ethic, and possesses the ability to make decisions and get things done!

Training during the Development Program will include sales and marketing, account management, sourcing and quoting, warehouse operations, accounting, quality and engineering/technical support. Training will also include customer and supplier visits, sales and technical presentations, practice sales calls, application testing, and cold calling.
Minimum requirements:
- Commitment to Field’s Mission Statement and Core Values.
- Ability to learn Field’s value propositions and approach to selling.
- Four year College degree.
- One – three years in a business or industrial sales environment, including internship experience.
- Strong mechanical aptitude and technical ability.
- Proficient in Microsoft Word, Excel, PowerPoint and Outlook.
- Strong communication skills with the ability to interact with internal team members and external suppliers and customers.
- Desire and commitment to learn in an extensive training program.
- Work ethic consistent with requirements of a successful outside sales person.
- Commitment to relocate to a territory in the United States at the conclusion of the program.

Field is a progressive, growing, profitable company with excellent benefits, a positive work culture, and a great reputation in the business arena. This is an opportunity to become part of an outstanding company that continues to grow because of outstanding people, outstanding service, and an outstanding approach to creating partnerships with customers and suppliers.

To apply please send cover letter and resume to timf@fieldfastener.com or Tim Firm, Field, P.O. Box 2529, Machesney Park, IL 61132-2529.

*Field is an Equal Opportunity Employer who does not make hiring and/or promotional decisions based on race, color, national origin, religion, sex, pregnancy, marital status, sexual orientation, gender identity, age, physical or mental disability, or covered veteran status.*