



## JOB OPPORTUNITY – FIELD SALES

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**POSITION TITLE:** Field Sales  
**DEPARTMENT:** Sales  
**SUPERVISOR & TITLE:** Regional Sales Director

### **POSITION RESPONSIBILITIES:**

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- Develops and cultivates relationships with potential customers and manufacturers
- Works internally to meet the need of clients
- Sells hardware, software, and services to customers, so that his/her performance exceeds quota
- Sell solution products and services to customers

### **SKILL REQUIREMENTS:**

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- Two years of technology sales preferred
- Two years of outside sales experience required
- Proven track record with two plus years in the Auto ID Industry
- 802.11 b/g RF Experience a must
- RFID experience a plus
- A base knowledge of networks and how they work
- Top performer that exceeds annual quota
- An individual that is “self motivated” and can work with limited supervision
- Excellent interpersonal and written communication skills

### **EDUCATION, EXPERIENCE, AND/OR TRAINING REQUIREMENTS:**

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- Pay based upon work experience

*Barcoding Incorporated is an Equal Opportunity Employer (EOE). If you have any questions about this position, please contact Kara Reese at 888.860.7226 x124 or at [karar@barcoding.com](mailto:karar@barcoding.com).*