

## **Posting Notice of Filing – Permanent Labor Certification for Alien Worker**

**Job Title:** Senior Sales Representative

**Location:** Hoschton, GA (Jackson County)

Hardesty Tech dba BCD Industries LLC seeks a full-time Senior Sales Representative at our office in Hoschton, GA (100% remote work permitted). Monday through Friday, 8.00 am to 5.00 pm. \$83,741 per year. Send resume to [sherry@hardestytech.com](mailto:sherry@hardestytech.com). Apply at <https://www.hardestytech.com/contact/>.

### **Job Description:**

1. Work with leadership to establish clear, achievable sales goals aligned with company objectives. Monitor personal progress toward these targets using CRM platforms such as Zoho, HubSpot, or Salesforce.
2. Execute sales strategies and action plans to achieve revenue goals and expand the customer base. Conduct market research, review competitor offerings, and identify potential growth opportunities.
3. Participate in team meetings and collaborate with colleagues, contributing insights and supporting team success.
4. Attend training sessions, industry workshops, and trade shows such as Modex and ProMat to stay current on emerging technologies and solutions relevant to the company's offerings as well as improve product knowledge and sales skills.
5. Use the CRM to track personal sales performance, pipeline activity, and customer interactions. Seek and apply feedback from leadership to continuously improve results and overcome challenges.
6. Analyze CRM data to project individual sales results and prepare regular updates for senior management, including conversion rates, pipeline status, and revenue metrics.
7. Represent the company at industry trade shows and events to showcase solutions, build brand awareness, and engage with prospective clients and partners.
8. Assist with maintaining client relationships using the CRM, ensuring thorough follow-up and high satisfaction. Participate in onsite customer meetings with senior management and sales discussions and negotiations with executive and C-suite stakeholders.
9. Execute sales strategy in assigned sales territories effectively, prioritize leads, and allocate time and resources efficiently to maximize performance.
10. Work closely with marketing, product, and finance teams to align sales activities, share market insights, and support smooth execution of initiatives.

11. Identify opportunities to improve personal sales processes and workflows, including better use of CRM tools, refining sales approaches, and expanding knowledge of IT hardware, software, and automation solutions (e.g., Honeywell, Zebra, Soti, Datalogic), and warehouse/logistics technologies.
12. Manage personal sales-related expenses responsibly, ensuring alignment with company budgets and financial guidelines.

**Qualifications:**

- Must have a bachelor’s degree in business administration or a closely related field of study plus 2 years of related work experience. Employer will accept 2 additional years of related work experience in lieu of a bachelor’s degree. Must have 2 years of experience with each of the following:
  - Hardware or software industry sales experience within information technology networking, security, and innovations to business-to-business sales operation, including operating expenses, capital expenditures, budgeting, forecasting, and sales;
  - Experience in sales and implementing warehouse or manufacturing systems management solutions within the information or logistics technology industry;
  - Utilizing customer relationship management software, such as Zoho, HubSpot, or Salesforce; and,
  - Presenting industry-specific solutions leveraging technical knowledge of warehouse automation solutions, such as Honeywell, Zebra, Soti, or Data Logic.
- 100% telecommuting permitted.
- Domestic travel up to 20% is required.

This notice is provided in compliance with 20 C.F.R. § 656.10(d) as a result of the anticipated filing of an application for permanent labor certification for this job opportunity. Any person may provide documentary evidence bearing on the application to the Certifying Officer of the United States Department of Labor at the address below.

U.S. Department of Labor  
Employment and Training Administration  
Office of Foreign Labor Certification  
200 Constitution Avenue NW, Room N-5311  
Washington, DC 20210

This notice was provided to employees by the following means.

Date Posted: 06/26/2026

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Date Removed:

Location Posted: 60 E Jefferson St., Hoschton, GA 30548 - break room

I attest, under penalty of perjury, that the above notice was provided as

Cliff Hardesty - President

Name and Title

Signature

Date