

POSITION DESCRIPTION

Position Title: Outside Sales
Reports To: Manager, Commercial Plumbing
Location: Connecticut, Western MA, Vermont
Pay: Base pay plus incentives

Position Summary

Promote and/or sell equipment used in Commercial Plumbing Systems. Serve as factory and customer liaison to recommend products and system design. The term "Customers" will include: Plumbing Engineers, Plumbing/mechanical contractors, Commercial Plumbing wholesalers and Institutional end-users.

Essential Functions

- Act as contact between manufacturers and their existing and potential markets
- Visit potential customers to prospect for new business
- Develop and maintain relationships with existing customers via meetings, telephone calls and emails
- Promote manufacturers' equipment and systems
- Self-invest to achieve technical competency in products represented
- Gather market and customer information
- Gain a clear understanding of customers' businesses and requirements
- Negotiate variations in price, delivery and specifications
- Negotiate the terms of an agreement and close sales
- Advise on forthcoming product developments and discussing special promotions;
- Review own sales performance, and aim to meet or exceed targets;

Education, Experience and Miscellaneous Requirements

- Education: Undergraduate degree preferred with demonstrated strong mechanical aptitude.
- Experience: Minimum three years experience in commercial/industrial sales. Background in the commercial plumbing/construction/contracting markets preferred. Experience in calling on Plumbing Engineers is preferred.
- Miscellaneous: Must be a self-starting, results-oriented competitor. Requires excellent verbal and written communication skills, including well-developed presentation skills, and excellent customer relations skills. Competency in MS Office applications.
- Travel: Position requires daily and some overnight travel in assigned territory. Overnight travel will also be required for manufacturer and regional activities.

