



Technical Sales Representative – Boiler Equipment

ESSENTIAL JOB DUTIES AND RESPONSIBILITIES INCLUDE BUT ARE NOT LIMITED TO:

- Sales of Engineered Products and Solutions to the aftermarket, including cost-estimation using established templates, creating proposals and following up with customers.
- Managing project from sale through shipment.
- Create project specific “recommended spare parts” list.
- Sales of spare parts to new and existing customers.
- Interface with outside vendors and internal departments to co-ordinate procurement, manufacturing schedules and on-time shipping and delivery of parts.
- Interface with service department to co-ordinate on-site service and/or installation of engineered products and solutions.
- Field and respond to technical inquiries from customers with a goal of continuing strong customer relations.

COMPETENCIES:

- Strong written and verbal communication abilities
- Ability to manage multiple priorities and projects.
- Excellent time management and organizational skills
- Demonstrated critical thinking and problem solving.
- Flexibility and adaptability to changing priorities.
- Creative thinker who can develop innovative solutions
- Detail-oriented with commitment to accuracy and quality.
- Analytical approach with data-driven decision making.

ESSENTIAL JOB QUALIFICATIONS:

- ***Must have some technical knowledge of instrumentation, controls and mechanical systems. Someone that can read P&ID's and understand drawings***
- Must have process boiler, heat transfers and piping systems experience.
- Must have parts knowledge experience including, pumps, valves, shut off valves, level gauges, water valves, electrical transmitters, and controls.
- Bachelor's degree preferred.
- Minimum 2 years' experience working with boilers and/or ASME compliant heat transfer equipment.
- Computer literate (Microsoft & Office Suite of products).
- Excellent planning, time management, and organizational skills.
- Some travel may be required up to 10%.

PHYSICAL DEMANDS:

- Must be able to remain in a stationary position during the shift.
- Must be able to occasionally move about inside the office to access file cabinets, office machinery, etc.



- Constantly operators a computer and other office productivity machinery.