

Mechanical Equipment Company (MECO) is a Manufacturer's Representative for world class manufacturers of pumps, heat exchangers and rotary unions, and a manufacturer of fire pump systems. We seek an energetic and highly organized self-starter for our Inside Sales team. This position is a combination of application engineer, project manager, inside sales support and customer service representative. Knowledge of pumps, pump systems, process wastewater systems, motors, controls and/or engineered piping & equipment systems is a plus. This position is located at our Matthews, NC corporate office.

The ideal candidate will have experience working in a similar capacity in a manufacturing or a contracting environment. To be successful, the candidate must be very organized and capable of working on multiple projects simultaneously, all with different priorities and levels of completion. Good communication and persuasion skills are necessary. Previous experience working within a team atmosphere is imperative.

If you enjoy following projects from conception through completion while communicating and interacting with customers, suppliers and other employees, this position will interest you.

### **Job Responsibilities:**

- Field customer requests for skid-mounted equipment packages, pump sales, spare parts, requests for technical information and startup scheduling.
- Support Outside Sales Representatives in gathering both customer and product information, sending quotes and other duties as needed.
- Understand customer needs and requirements.
- Sell and develop new business by providing engineered solutions to our customers.

### **Job Requirements:**

- Minimum 2-year Associate's Degree in mechanical engineering and/or a background in technical sales. Background in non-technical sales may be sufficient if candidate shows excellent technical aptitude.
- Individual must be detail-oriented, customer-focused and creative with high levels of energy and drive.
- Possess excellent verbal and written communication skills.
- Assertiveness with a strong business acumen.
- Ability to work in a demanding environment without being overwhelmed.
- High level of accountability.
- Experience with Microsoft Office including Word and Excel.
- Experience with ACT! database or similar.

### **We Offer:**

- Competitive salary commensurate with experience.
- Comprehensive benefits package including 401k, medical, dental, short and long term disability insurance and Flexible Spending Account.

*Our mission is to provide our customers with exceptional engineered solutions and services. We accomplish this by partnering with our customers and principals from conception through implementation for our mutual benefit and by building lasting relationships with our principals, employees and customers.*

### **MECO Values:**

- Integrity
- Expertise
- Customer Care
- Dependability

To learn more about our company go to [www.mechequip.com](http://www.mechequip.com). To apply to this position, forward resume to: [sales@mechequip.com](mailto:sales@mechequip.com).