



Job Posting:

Commercial Fire Pump Sales

Position Summary: Engineered Salespeople provide expertise, dependability, customer care and exhibit integrity to our customers. MECO Salespeople provide consulting engineers, contractors, plant personnel, project engineers and owners 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.

Sales Territory: NC & SC

Essential Functions:

- Act as contact between manufacturer and its 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 price, delivery and specifications
- Negotiate the terms of an agreement and close sales
- Meet established sales quotas and revenue goals;
- Advise on forthcoming product developments and discussing special promotions;
- Review own sales performance, and aim to meet or exceed targets;

Desired Skills & Experience

Education: Bachelors Degree

Experience:

- Engineering background or minimum 5 years experience in comparable sales desired
- Customer first approach when providing engineered solutions
- Comfortable with Windows Based POS system and related databases including Word and ACT!

Miscellaneous: Self-Starter that enjoys a fast pace environment with changing needs and requirements

Travel: Position requires frequent travel in assigned territory. Infrequent overnight travel and training should be expected.

We Offer:

- Salary, commission and bonus plan based on performance
- Comprehensive benefits package including 401k, pension, health, dental, STD and Flexible Spending Account.
- Learning potential and career advancement

Please forward your resume' to: Sales@mechequip.com