

Inside Sales- Fire Protection Division

Mechanical Equipment Company (MECO) is a Manufacturer's Representative for world class manufacturers of pumps, heat exchangers, rotary unions and a manufacturer of fire pump systems. We seek an energetic self-starter with a high level of organization for our inside sales team working out of our Matthews, NC corporate office. Knowledge of pumps, motors, controls and engineered piping & equipment systems is a plus to aide in providing engineered solutions to our customer base.

Job Description:

The open position is a combination of an application engineer, project manager, customer service, and inside sales support. This professional will be fielding customer requests for skid mounted equipment packages, pump sales, spare parts, requests for technical information, and startup scheduling. A two year associate degree in engineering or applicable work experience is ideal; however a non-technical sales background with an excellent technical aptitude may be sufficient. The ideal candidate would have some 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 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 with a lot of internal and external interaction with customers, suppliers, and other employees, this position will interest you.

Requirements:

- The ideal candidate would have a minimum of a 2 year associate degree in mechanical engineering and or a background in technical sales.
- A highly organized individual who is detail-oriented, customer focused, creative and willing to take full accountability for his/her actions.
- * Enjoys selling and developing new business.
- Displays high levels of energy and drive, thrive under pressure, with strong business acumen, someone with an aggressive nature, process-driven that possesses excellent verbal and written communication skills.
- The ideal candidate must be assertive enough to work in a demanding environment without being overwhelmed.
- Computer skills would include Word, Excel and ACT.
- Knowledge of pumps, pump systems and process wastewater systems is a plus.

- Salary will be commensurate with experience
- Comprehensive benefits package including 401k, health, dental, short and long term disability insurance and Flexible Spending Account.

To learn more about our Company go to www.mechequip.com or apply to this ad. Resumes can be forwarded sales@mechequip.com

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