



MUNICIPAL TREATMENT PLANT SALES

Department: Sales	Reports To: Sales Manager
Location: Territory as Assigned	Revised: February 2022

JOB SUMMARY:

This position exemplifies our identity as a sales company, merging a manufacturer's representative platform with a service-oriented aftermarket sales approach. This position requires a proactive personality that relentlessly serves the needs of engineers, contractors, and government entities as their technical expert and creative solutions provider. This salesperson shall achieve the maximum possible sales profitability, growth, and account penetration within their territory, effectively selling the products and services offered by Barney's Pumps.

ESSENTIAL FUNCTIONS:

- Become and remain technically competent about the industries we serve and the products we sell.
- Drive sales and shipments at customers in an assigned territory. Requires travel throughout the territory and ability to navigate entry and introduction hurdles.
- Develop relationships by:
 - a. Calling on end user customers to sell Barney's Pumps as a trusted supplier, and to solve their problems in a technical manner.
 - b. Calling on consulting engineers as a trusted technical resource, while working to specify our products and to secure a beneficial position throughout the project cycle.
 - c. Calling on contractors to obtain a favored status, by providing excellent service during project execution and reflected as an advantage during the bidding process.
 - d. Overseeing the successful handoff of projects between the contractor and end user.
- Develop and tender quotes for equipment packages, pumps, parts, and service as required. This includes understanding manufacturers' pricing structures, internal company costs, and profit margin goals.
- Understand common commercial documents such as industry standards, specifications, purchase orders, and terms and conditions.
- Prepare shop drawings and operation/maintenance manuals with the assistance of support staff and oversee them through the project submittal process.
- Prepare orders to release for production and track through our order system to meet quoted lead times.
- Serve as the primary contact on projects/orders through shipment and start up coordination.
- Maintain open lines of communication with the Sales Manager and Executive Management to ensure a rapid response to market/project issues and concerns.
- Work with the Sales Manager on pricing strategies for customers and project bids.
- Travel with the Sales Manager as required and include on high level decisions.
- Perform as a Barney's Pumps team member.

TRAVEL:

- Make 25-30 calls per month in a company car while working from the Jacksonville office. Periodic overnight stays are required to cover certain parts of the territory.
- Attend tradeshow as required by management and market strategy.
- Attend the monthly sales meetings.
- Maintain a membership in and participate with at least one influential industry organization.



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EDUCATION:

- Bachelor's degree in Engineering preferred. Alternately, a degree in Business or related field with commensurate experience.

WORK EXPERIENCE:

- Five-years sales or industry experience.

LICENSES AND CERTIFICATIONS:

- Must maintain valid driver's license and insurability. Note that driving record verification occurs at least annually, and infractions are weighted as to their impact on insurability.

SKILLS AND ABILITIES:

- Must be highly motivated and a self-starter. This position is primarily self-directed.
- Able to conduct work instructions without constant supervision. This includes the ability to determine the next course of action required without having specific instruction.
- Ability to communicate effectively in person, including professional appearance and behavior, and basic public speaking skills (such as engineering meetings, company presentations, and training).
- Excellent verbal and written communication skills, including the ability to formulate structured and influential emails, explanation letters, and targeted presentation materials.
- Ability to organize and prioritize multiple projects, customer demands, schedules, and deadlines.
- Must show confidence in navigational skills, including communicating efficient routing to others for pick-up, delivery, and service support when necessary.
- Computer proficiency is required. You are required to use your own computer to navigate network file systems, and work in Microsoft Office products, our ERP and CRM systems, various virtual meeting software programs, and manufacturers' product selection and pricing programs. We recommend, our offices work from, and we can offer some support for, a Windows-based PC laptop/notebook. However, you are free to choose the platform you wish to work from.

Initial: ____