



MUNICIPAL TREATMENT PLANT SALES

Department: Sales	Reports To: Sales Manager
Location: Territory as Assigned	Revised: December 2020

JOB SUMMARY:

This is a key position at Barney's Pumps, exemplifying our identity as a sales company. This position requires a proactive personality focused on serving the needs of our customers and providing solutions in a technical manner. The salesperson shall achieve the maximum sales profitability, growth, and account penetration within their territory, creatively selling the products and services offered by Barney's Pumps.

ESSENTIAL FUNCTIONS:

- Responsible for driving sales and shipments at customers in an assigned territory.
- Become and remain technically competent about the industries we serve and the products we sell.
- Develop relationships by:
 - a. Calling on end user customers in an effort 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 provide excellent service during project execution, in order to secure an advantage during the bidding process.
 - d. Overseeing the successful handoff of projects between the contractor and end user.
- Quote equipment packages, pumps, parts, and service as required.
- Prepare shop drawings and manuals with the assistance of support staff and oversee them through the project submittal process.
- Write up orders and expedite them 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 20-30 calls per month in a company car while working from the Lakeland office. Periodic overnight stays may be required to effectively 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.

EDUCATION:

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



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WORK EXPERIENCE:

- Five-years sales or industry experience.

LICENSES AND CERTIFICATIONS:

- Must maintain valid driver's license and insurability.

SKILLS AND ABILITIES:

- Must be highly motivated and a self-starter.
- Able to carry out a series of 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 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, ERP systems, virtual meeting software, and product selection programs.