

Department: Municipal Sales	Reports To: Municipal Sales Manager
Location: Lakeland Office	Revised: March 2026

JOB SUMMARY:

This is a unique job, representing an area of continued sales growth at Barney's Pumps. This position requires a proactive personality, one seeking to grow our influence in integration and controls projects throughout Florida, while also supporting the daily needs of regular customers with the service they have come to expect from Barney's Pumps. The salesperson shall work to achieve maximum profitability, growth, and account penetration by selling integration projects and related products and services.

ESSENTIAL FUNCTIONS:

- Responsible for driving sales, maintaining, managing, and bringing to closure all integration projects at the direction of sales management, including upselling and expanding where possible.
- Become and remain technically competent about SCADA standards and programs in our market, integration techniques and requirements, as well as Sci-Text® and other products we sell.
- Responsible for searching for and qualifying potential new customers in your assigned territory that would fit the BPI profile for integration work, based on characteristics such as customer size, needs, and project complexity.
- Responsible for driving integration project sales at potential customers through sales presentations, demonstrations, and quotations.
- Develop relationships by:
 - a. Calling on new and existing end user customers to sell integration services as a trusted supplier who can solve their problems in a technically competent manner.
 - b. Making engineering calls as a trusted technical resource, working to specify our integration services and products, and to secure our position through the bidding process.
 - c. Calling on general contractors to secure an advantage through the bidding process.
 - d. Overseeing the successful handoff of projects between the contractor and end user.
- Quote integration services, Sci-Text® products, instrumentation, controls, and service contracts.
- Prepare submittal packages with the assistance of the Integration Department and oversee them through the submittal process.
- Write up orders and track them through our system to meet project deadlines.
- Utilize employer-provided CRM for recording sales calls and opportunities as they become apparent.
- Serve as the primary contact on projects until they are turned over to the customer.
- 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 Sales Management on pricing strategies for customers and project bids.
- Travel with the Sales Management as required and include on high level decisions.
- Perform as a Barney's Pumps team member, incorporating other sales team members and support staff when opportunities present themselves.

TRAVEL:

- Current territory coverage includes the State of Florida as assigned by Sales Management.
- Make 30 or more calls per month working from the Lakeland office. Overnight stays may be required.
- Attend tradeshow and trainings as required.
- Attend monthly sales meetings as required.
- Maintain a membership in, and participate with, at least one influential industry organization

EDUCATION:

- Electrical, Mechanical, or Controls Engineering degree preferred.
- Alternatively, technical training or applicable experience in integration or controls will be considered.

WORK EXPERIENCE:

- Five-year sales experience in controls or integration services, or similar industry, preferred.

LICENSES AND CERTIFICATIONS:

- Must maintain valid driver's license and insurability.
- Must be able to obtain clearances as required to access restricted areas such as ports and military bases.

SKILLS AND ABILITIES:

- Able to carry out a series of work instructions without constant supervision (Project Management).
 - a. Ability to organize and prioritize. Must be highly motivated and a self-starter.
 - b. Ability to recognize obstructions to work flow, improvise, and involve management when needed.
- Conflict resolution is part of sales. Emotional intelligence and de-escalation skills are required.
- Ability to communicate effectively, including verbally, in person, and in written communications.
- Public speaking skills are required, including one-on-one, to small groups, and for large presentations.
- Must show good knowledge of geographical area to facilitate efficient routing and prospecting efforts.
- Required to use your own computer while working in Microsoft Office products and industry related software. Computer skills are required and non-negotiable.

COMPENSATION AND BENEFITS:

- This is a 100% Commission pay structure matching other sales roles at Barney's Pumps.**
- Company vehicle and fleet fuel are included. (Company vehicle must be used for company business.)
- Smartphone stipend is included for personal phone use.
- Standard company benefits apply, including health insurance plan options, 401K, life insurance, etc.