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| <b>Department:</b> Sales   | <b>Reports To:</b> Sales Management |
| <b>Location:</b> Jacksonville – Indian River East Coast Industrial | <b>Revised:</b> February 2026       |

**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 on 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:**

- Drive bookings and sales at customers in the assigned territory (see attached), and as assigned by management.
- Develop relationships with customers by:
  - a. Calling on end user customers in person to sell Barney's Pumps as a trusted supplier, help solve their problems in a technical manner, and displace competitor products. The salesperson must leverage the value of personal contact to distinguish Barney's Pumps from other suppliers.
  - b. Calling on OEMs, resellers, and other businesses who use or sell our products and competitors' similar products, to maintain product preference, gain market share, and displace competitors.
  - c. Calling on service providers and engineers to secure ongoing product preference.
- Become and remain technically competent on all industrial product lines and on BPI capabilities, possessing a proficiency in product application, operation, training, and troubleshooting.
- Serve as product champion for a product or range of products as deemed mutually beneficial.
- Leverage prior experience, market knowledge, and existing contact network to penetrate markets that Barney's Pumps can serve.
- Think through the territory strategically to effectively serve the needs of customers while avoiding time-wasting endeavors. This will require critical evaluation of the true potential of a customer, their willingness to pay for added value, and their true ability to make decisions in BPI's favor.
- Utilize the CRM system to manage customer data and track opportunities and sales call activity.
- Review sales efforts with Sales Management to gain feedback about efforts, maintain focus, solve problems, and improve effectiveness.
- Generate quotes for pumps, parts, accessories, and packages, utilizing internal resources as required (e.g. Sales Support Specialists, Application Engineering, etc.) to support the quoting of product.
- Process customer purchase orders, including evaluating customer credit acceptability with the Credit Department, preparing sales order entry documents, and coordinating order entry by sales support staff.
- Serve as the primary contact for all of your customers. This includes being available beyond standard office hours at times, and having the ability to manage and influence customer expectations in this regard.
- Maintain open lines of communication with the Sales Manager and Executive Management to ensure a rapid response to market/customer issues and concerns.
- Perform as a Barney's Pumps team member, including back-up support of other Barney's Pumps salespersons and customers, and interacting with manufacturers as needed for product support.

**TRAVEL:**

- Make 30 or more calls per month in a company vehicle while working from the Lakeland office.
- Travel to the extents of the defined territory as needed to build true customer relationships and protect product preference. This could include overnight stays to minimize wasted travel time. (infrequent)
- Attend product training at manufacturer facilities as required. (infrequent)
- Attend sales meetings.

**EDUCATION:**

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

**WORK EXPERIENCE:**

- Five-years sales or industry experience.

**LICENSES AND CERTIFICATIONS:**

- Must maintain valid driver's license and insurability. Driving records will be assessed by our insurance company annually.
- Must be able to obtain clearances as required to access restricted areas such as ports and military bases.

**SKILLS AND ABILITIES:**

- Must show good knowledge of geographical area, ability to read directions and mapping software, and understanding of traffic patterns in order to plan sales strategy, efficient routing, and customer coverage.
- Able to carry out work instructions and follow internal work practices without constant supervision.
- Ability to communicate effectively, including excellent verbal and written communication skills.
- Ability to organize and prioritize, including incorporating input from management as provided.
- Must be highly motivated and a self-starter.
- Maintain a smart-phone with cell and data coverage, including apps as required for business activities.
- Computer proficiency is a requirement. Required to use your own computer for processing business activity, including working in Microsoft Office, company systems (ERP, CRM) and industry-related software.