MUNICIPAL COLLECTION SYSTEM SALES

Department: Sales	**Reports To:** Municipal Sales Management
Location: Coral Springs – Treasure Coast Region Territory	**Revised:** August 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. This position is an outside sales position and includes completing certain tasks in our Coral Springs office. Collection Systems Sales is primarily responsible for municipal and private lift stations and their aftermarket (outside the fence of large treatment plants), local stormwater, and small treatment plants.

ESSENTIAL JOB FUNCTIONS:

Sales & Territory Development

- Drive bookings and sales at customers in the assigned territory, and as assigned by management.
- Leverage prior experience, market knowledge, and existing contact network to penetrate markets that Barney's Pumps can serve.
- Review sales efforts with Sales Management to gain feedback about efforts, maintain focus, solve problems, and improve effectiveness.

Customer & Industry Relationships

- Develop relationships by:
  - 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.
  - Calling on engineering consultants as a trusted technical resource, working to specify our products, and secure our position going into the bidding process.
  - Calling on contractors to secure an advantage through the bidding process and to closure.
  - Overseeing the successful hand-off of projects from the contractor to the end user.
- Serve as the primary contact for all 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.
- Represent Barney's Pumps positively by always acting in a professional and publicly acceptable manner and in all ways that might affect the reputation of Barney's Pumps in the market. This includes: manner of dress, social functions, publicly visible social media and other publications, involvement in professional organizations, etc.

Technical Knowledge & Product Expertise

- Become and remain technically competent on all BPI municipal product lines and in-house capabilities, possessing proficiency in product application, operation, training, and troubleshooting.
- Utilize the CRM system to manage customer data and track opportunities and sales call activity.
- Generate quotes for pumps, parts, accessories, and packages, utilizing internal resources when needed (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.
- Prepare shop drawings and O&M manuals with the assistance of support staff and oversee them through the submittal processes.

An Equal Opportunity Employer

MUNICIPAL COLLECTION SYSTEM SALES

Communication & Team Collaboration

- Maintain open lines of communication with the Sales Manager and Executive Management to ensure a rapid response to market/project issues and concerns.
- Perform as a Barney's Pumps team member, including back-up support of other Barney's Pumps salespersons and customers, and interact with manufacturers as needed for product support.

TRAVEL:

- Make 25-30 calls per month in a company vehicle while working from the Coral Springs office.
- Must live in the territory assigned, or within a reasonable commute of the assigned office (< 1hr).
- Attend the monthly sales meetings or other training and update meetings required by Management.
- Attend manufacturers' open-house events or national tradeshows, to allow interaction with manufacturers when required by Management (may periodically include overnight stays).
- Maintain 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 sales and pump/equipment experience may be accepted.

WORK EXPERIENCE:

- Five-year 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 government security 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.
- Ability to use company computer for processing business activity, including working in Microsoft Office products, ERP software, manufacturer-specific software, and other industry-related software. Computer proficiency is a requirement.

An Equal Opportunity Employer