

**JOB TITLE:** FIELD SALES ENGINEER

**LOCATION:** Bakersfield/Central Coast

**COMPANY:** Blair-Martin Co., Inc. is a well-established and respected Southern California Manufacturer's Representative and Distributor of *Instrumentation and Process Controls*; in business since 1954. We sell and service engineered products that measure and control flow, pressure, level, etc. to multifaceted businesses and industries.

---

#### Job Details

- Capably market and sell instrumentation & process controls
- Maintain existing accounts, develop new accounts
- Make sales presentations
- Create and meet sales forecasts
- Conduct customer training seminars
- Collaborate with inside sales personnel in developing quotes
- Maintain technical proficiency in all product lines and current on features & benefits vs the competition
- Maintain home office including laptop with updated operating system, software, phone, etc.
- Maintain updated customer contact information
- Timely submission of all required reports
- Use good judgment in incurring company expenses
- Attend sales meetings and training schools as required
- Actively participate in industry related organizations
- Maximize face time with customers
- Assist in collections and product deliveries when necessary
- Participate in 24/7 on call rotation for service emergencies

#### Experience & Education

- 5+ years related industry experience
- 4-year technical engineering degree or equivalent in industry experience

#### Qualifications

- Non-smoker and legally qualified to work in US
- Pass physical, random drug testing, and background check
- Clean DMV & Valid CA driver's license
- Must reside within assigned sales territory (no exceptions)

#### Skills and Requirements

- High character and integrity
- Neat, clean, detail oriented, and quality conscious
- Self-motivated, initiative, meet deadlines
- Excellent organizational and prioritization skills
- Verifiable employment history and professional references required
- Sincere sense of customer care
- Communicate with customers & coworkers calmly and effectively in a polite & friendly manner and professionally represent the Company at all times

#### Other Job Specific Requirements

- Strong oral and written communication skills and experience with Word, Excel, Outlook, Power Point
- Able to multi-task in fast pace and demanding environment
- Proven track record of success in same or similar industry

#### Benefits & Compensation

- Comprehensive benefits package and 401(k) Profit Sharing
- Mileage reimbursement for sales calls
- Draw against commission, unlimited income potential for one who is willing to work

**Submit Resume to:** [jobs@blairmartin.com](mailto:jobs@blairmartin.com)

2021