

JOB TITLE: FIELD SALES ENGINEER - APPRENTICE

LOCATION: Los Angeles/Southern California

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.

Basin Valve Company has provided **service and repair of Relief Valves and Control Valves for Refineries and Power Plants** from facilities in Signal Hill, Bakersfield, and Las Vegas since 1960.

Job Details

- Golden opportunity for the right person. Will work closely with Director of Sales, other seasoned field sales engineers, and inside sales personnel learning intricacies of technical field sales.
- Capably market and sell instrumentation & process controls (Blair-Martin) and process valve repair and service (Basin Valve)
- Maintain existing accounts, develop new accounts (maintain updated customer contact information)
- Make sales presentations, conduct customer training seminars
- Create and meet sales forecasts
- 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.
- Timely submission of all required reports
- Use good judgment in incurring company expenses
- Attend sales meetings and training schools as required and 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
- First year salary plus commission, thereafter standard draw against commission, unlimited income potential for one who is willing to invest time and effort!

Submit Resume to: jobs@basinvalve.com or jobs@blairmartin.com

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