

FIELD SALES
INSTRUMENTATION & PROCESS CONTROLS
and
RELIEF VALVE & CONTROL VALVE SERVICE & REPAIR

Email Resume to jobs@blairmartin.com or jobs@basinvalve.com

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.

Basin Valve Company (a wholly owned subsidiary of Blair-Martin Co., Inc.) is a well-established **Process Valve Service and Repair** company with operations in Signal Hill, Bakersfield, and Las Vegas; in business since 1960.

We are seeking experienced field sales candidates for our
Central California (Bakersfield) Territory

Job Title

- Field Sales

Job Details

- Capably market and sell process valve repair and service
- 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
- Technical proficiency in all product lines
- Maintain home office including laptop with updated operating system, software, smart phone, fax capability, etc.
- Maintain updated customer contact information
- Current knowledge of features and benefits of competition
- 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 when necessary
- Participate in 24/7 on call rotation for service emergencies

Experience

- 5+ years related industry experience

Education

- 4-year technical engineering degree or equivalent in industry experience

Qualifications

- Non-smoker
- Proof of legal qualification to work in the US
- Pass physical, random drug testing, background check
- Clean DMV & Valid CA driver's license
- Reside in territory (no exceptions)

Skills and Requirements

- Exceptional candidates of high character and integrity
- Neat, clean, detail oriented, and quality conscious
- Self-motivated, initiative, meets deadlines
- Excellent organizational and prioritization skills
- Strong communication, writing, and computer skills (Word, Excel, Outlook, Power Point)
- Verifiable employment and salary history required with resume
- Employer and customer references
- Proven track record of success in same or similar industry

Benefits & Compensation

- Comprehensive benefits package
- 401(k) Profit Sharing, EAP
- Mileage reimbursement for sales calls
- Draw against commission, unlimited income potential