

**JOB TITLE:** INSIDE TECHNICAL SALES

**LOCATION:** SIGNAL HILL, CA

**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.

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#### Job Details

- Identify and meet customer needs with a positive, helpful, and professional attitude
- Obtain all required information to process and expedite orders in a timely manner (from quote stage through order completion)
- Develop customer relationships and support outside sales staff alongside other inside sales team members
- Read & analyze customer specifications and provide solutions to customers for products and services
- Collaborate with field sales personnel in developing quotes
- Maintain catalogs, literature, price lists
- Attend training schools and sales meetings as required
- Provide occasional assistance to shipping/receiving, collections
- Participate in 24/7 on call rotation for service emergencies (BV only)
- Maintain knowledge of features and benefits of our products/services vs. competition
- Timely submission of all required reports

#### Experience

- 5+ years related industry experience

#### Education

- Degree preferred with focus on math, science, physics

#### Qualifications

- Non-smoker and legally qualified to work in US
- Pass physical and random drug testing
- Clean DMV & Valid CA driver's license
- Reside within 30 miles of job location

#### 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

- Familiar with Central & Southern California
- Ability to calculate mark-ups, GP, understand fractions & decimals, etc.
- 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
- 401(k) Profit Sharing
- Salary – DOE