

INSIDE TECHNICAL SALES

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

BLAIR-MARTIN CO., INC. and BASIN VALVE 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/industries.

Basin Valve Company is a **Process Valve Repair and Service** company with operations in Signal Hill, Bakersfield, and Las Vegas; in business since 1960.

We are seeking smart, enthusiastic, customer service oriented, **EXPERIENCED** Inside sales person for our Signal Hill office.

Job Title

- Inside Technical Sales

Job Details

- Handle customer calls with positive, helpful 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
- Provide solutions to customers based on requests 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
- Occasional assistance to shipping/receiving, collections
- Participate in 24/7 on call rotation for service emergencies (BV only)
- Current knowledge of features and benefits of competition
- Timely submission of all required reports
- Attend sales meetings and training schools as required

Experience

- 5+ years related industry experience

Education

- Degree preferred with focus on math, science, physics

Qualifications

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

Skills and Requirements

- Exceptional candidates of high character and integrity
- Neat, clean, detail oriented, and quality conscious
- Self-motivated, initiative, meet 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
- Able to multi-task in fast paced and demanding environment
- Sincere sense of customer care

Benefits & Compensation

- Comprehensive benefits package
- 401(k) Profit Sharing, EAP
- Salary - DOE