

JOB TITLE: FIELD SALES ENGINEER

LOCATION: BAKERSFIELD, LOS ANGELES, AND SAN DIEGO TERRITORIES

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 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

- 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
- 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, smart phone, fax capability, 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 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 able to work in USA
- Pass physical, random drug testing, and background check
- Clean DMV & Valid CA driver's license
- Reside within 30 miles of job location (no exceptions)

Skills and Requirements

- High character and integrity
- Neat, clean, detail oriented, quality conscious
- Self-motivated, initiative, meet deadlines
- Excellent organizational and prioritization skills
- Strong communication, writing, and computer skills (Word, Excel, Outlook, Power Point)
- Able to multi-task in fast paced and demanding environment
- Sincere sense of customer care
- Ability to deal calmly and effectively with customers & coworkers while maintaining a professional image
- 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
- Mileage reimbursement for sales calls
- Draw against commission, unlimited income potential

SUBMIT RESUME TO JOBS@BLAIRMARTIN.COM