

Technical Sales Engineer

Well-established, rapidly growing construction equipment company in Simpsonville, SC is looking for a Technical Sales Engineer (TSE). This is an outside sales position calling on contractor accounts and large construction projects reporting to the Director of Marketing and Sales. Primary customers are construction companies, steel erectors, electrical contractors, and mechanical contractors requiring construction tools, equipment and materials. This position works closely with the Director Marketing/Sales during the potential customer identification and initial contacts stage. With some assistance from the Director Marketing/Sales, researches customers/projects, develops monthly travel schedule, calls on customers, promotes our company and products, maintains personal and CRM records for assigned customers, receives requests for quotes, prepares customer quotes, receives orders and enters them in an electronic system. Works closely with Inside Sales, Operations, and the company President regarding technical specifications, item availability, and pricing to ensure orders are accurately processed. Communicates with customers by phone, email, and in person to acquire orders, ensure on-time delivery, and resolve any customer issues/concerns. The successful candidate's mission is to develop excellent personal relationships with customers and seeks referrals from them to other customers on a job site.

Extensive, weekly travel (60% to 80%) is required. Over 50% of sales travel will be overnight.

Beginning annual salary will be \$40,000 to \$50,000 based on experience with a conversion to 100% commission within 12 months. The company will provide a truck, and a travel expense credit card will be provided. A successful TSE can easily double their initial salary compensation.

Requirements: College degree required. A minimum of three years, experience in sales to the petroleum or construction contracting industry through sales, rentals, or providing services. The position requires excellent verbal and written communication skills. Strong computer skills are required. The successful candidate must be willing to travel extensively with minimal supervision.

Candidate must be legally entitled to work in the US, immediately available to begin work in the Greenville area, have a valid driver's license, and able to pass a criminal background check and drug screening.