



Compression Leasing Services

Job Title:	Fabrication Sales	Job Category:	Non-Exempt
Travel Required:	250 mi. radius and occasionally out of state	Level/Salary Range:	Based on Experience

ROLES AND RESPONSIBILITIES

We are looking for a goal driven, energetic sales person to generate work, new leads and long-term customers for our heavy fabrication and machine shop. The job includes developing customer relationships and understanding their needs. This position will require developing product presentations, sales support plans, competitive analysis and strategic planning for customers within the assigned territory. Technical background is preferred but not required in order to fully present the products we offer and to help the customer understand the value package we deliver. This position will be required to travel 75% of the time and will also be responsible for the following:

- Maintain updated sales plans
- Develop new business opportunities while maintaining existing customer relationships
- Identify opportunities for entry into new market areas
- Conduct presentations, both technical and commercial, with client or client engineering contractor's designers

ESSENTIAL FUNCTIONS

- Must be able to lift 50 pounds unassisted
- Must be able to sit and stand for up to 4 hours at a time
- Ability to crouch, twist, bend, kneel and stoup for extended periods of time
- Must have a valid driver's license and a clean driving record
- Must be able to operate a vehicle safely for extended periods of time
- Must be able to pull and back a trailer

QUALIFICATIONS AND EDUCATION REQUIREMENTS

A Bachelor's Degree or equivalent experience is required. Must have a minimum of 3-5 years of successful outside sales experience in the construction and manufacturing markets. Proficiency in Microsoft Office Suite required.

BENEFITS

Compression Leasing offers a competitive compensation and benefits package including health, vision, dental and 100% employer paid life and disability insurance policies. This position will also have an assigned company issued vehicle and cell phone.

Compression Leasing is an Equal Opportunity Employer.