

CAMPBELL-SEVEY JOB OPPORTUNITIES

INSIDE SALES REPRESENTATIVE

Campbell-Sevey, Inc., Minnetonka, MN

Job Description

We continue to grow and are seeking a motivated individual to join our team.

Campbell-Sevey is an award-winning HVAC Commercial and Industrial Sales Representative Company representing premier manufacturers in the areas of steam, air, and water. We are recognized for finding intelligent solutions that best fit the needs of our customers and making them more energy efficient.

We are seeking an inside sales position to support and work directly with our outside sales engineers. In this position, you will apply your technical knowledge to support the fields of industrial and commercial steam and hot water physical plants, systems, and controls. As part of the team, you'll work with our sales engineers in the process of new project development, specification development, proposal development, order review, submittal development and project management.

Key responsibilities and duties include:

- You'll actively participate in the growth of the business by establishing and maintaining strong relationships with customers in both industrial and boiler markets.
- You'll understand customer requirements, become knowledgeable of product lines, and see projects through to fulfillment.
- Educate customers on the benefits of our products and have the products specified for purchase.
- Provide engineered solutions for customers' applications.
- Provide technical assistance for products.
- Troubleshoot product issues.
- Coordinate with outside sales engineers for customer quotes on existing and new construction projects in your sales accounts/territory.
- Participate in in-house and factory meetings and training sessions as required.

Job qualifications and education required:

- Minimum 1-2 years sales experience, in particular with mechanical and plumbing engineers, contractors and end users in the HVAC & industrial markets.
- Technical background - mechanical engineering and/or related experience.
- Experience with fluid specialty & heat transfer products in steam, air, and hydronic systems.
- Some college experience or technical background preferred with experience in valves and instrumentation products valve automation a plus.
- Proficient with Microsoft Office applications (Word, Excel, Outlook).
- Ability to read and interpret mechanical or engineering diagrams / specifications.
- Positive mental attitude, mechanical aptitude, organizational capability, the ability to solve problems and a desire to learn.
- Self-motivated.
- The ability to communicate clearly both verbally and in written form.
- The desire to be helpful and to be of service to others.

This is a great opportunity to join a non-commission sales team that is one of the most respected in the industry and apply your engineering. Campbell-Sevey is an industry leader who has been providing steam, air, and hot water solutions for over 80 years. Apply now to be part of our team:

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