

ABB Water & Wastewater Sales Engineer/Account Manager **for Eastern Massachusetts**

About Flow Tech, Inc.

Flow Tech, Inc. (www.flowtechinc.com) is a full-service heating, ventilating and air conditioning (HVAC) systems manufacturer's representative celebrating over 25 years of successful enterprise. We are headquartered in South Windsor, CT and are looking for a motivated individual to help us reach the next level of success and fulfillment.

Our mission is to provide products and services that have a direct effect on how commercial, industrial, municipal and institutional buildings operate. We pride ourselves on our offerings, including:

- The premier source of new VFD applications, retrofits and servicing all brands of existing VFDs
- The finest critical airflow control solution in the market providing a safe and energy-efficient environment for building occupants.
- The highest quality custom-built air-handling units providing a dependable means for building owners to provide conditioned air to occupants.
- Multiple technologies of heat recovery allowing owners to run their buildings at peak efficiencies.
- A service department that is educated and experienced and provides a level of service that goes above and beyond customer expectations.

Our product lines include ABB variable frequency drives, Air Enterprises custom air-handling units, Air Monitor Corporation airflow measurement systems, Aircuity demand control ventilation, ebm-papst, Inc. EC fans and motors, Heat Pipe Technology heat pipes, M.K. Plastics corrosion-resistant exhaust systems, Phoenix Controls critical airflow control, Steril-Aire UV applications for HVAC, TAMCO dampers and louvers, Thermowheel energy recovery systems, TMI Climate Solutions custom air-handling units and hydronics, TOXALERT gas detection, Twin City Fans & Blowers and VAW Systems noise control. We serve the pharmaceutical, research, healthcare, education, commercial and water and waste water markets in Connecticut, Massachusetts and select counties in New York.

Description

Flow Tech, Inc. is looking for a skilled Sales Engineer/Account Manager to join our team and target the Water/Wastewater Treatment market in Eastern Massachusetts. The responsibilities of this position include, but are not limited to:

- Marketing and selling ABB Variable Frequency Drives (VFD) to the Water/Wastewater Treatment market place in the Eastern Massachusetts geographic area.
- Identifying future opportunities within that market sector and following up on their status.

- Working with all professionals involved in the Water/Wastewater Treatment industry including, but not limited to: end users, specifying consulting engineers, facility/plant managers, and contractors.
- Facilitating lunch and learns and presentations to educate Water/Wastewater Treatment professionals about the benefits of utilizing VFDs within this industry.
- Project coordination and project management for orders received
- Business development within Eastern Massachusetts to foster and build relationships with key contacts in the Water/Wastewater Treatment industry.
- Participating and completing training to benefit and reinforce the sales process.

Requirements

- Bachelor's degree in Engineering and/or Professional selling, or equivalent work experience.
- Business development, marketing and sales experience.
- Strong verbal and written communications skills.
- Exemplify a positive attitude and a spirit of cooperation in every aspect of the role.
- Working knowledge and thorough understanding of variable frequency drives applicable to the Water/Waste Water treatment market is strongly preferred, but not an absolute requirement.

Personal Characteristics

The ideal candidate will:

- Have a strong work ethic, excellent communication and organizational skills.
- Be smart and energetic with the willingness to work long hours in the construction and service industry.
- Be a people-person who can represent the company well with its customers.
- Be willing to continually learn and become educated on new products and technology.

Logistics

To start, this position is a work-from-home position. We will provide the candidate with all the necessary technology and equipment to be efficient and effective from home. A valid drivers' license is necessary as job site visits and in-person meetings are required. From time to time the candidate will also be required to travel to the Connecticut office in South Windsor for sales meetings and company events.



HVAC Products
Systems Design
Service
AA/EOE

Flow Tech's Culture

We value a positive attitude and a belief in doing things right. Our employees are the foundation of our success and we make employee fulfillment our highest priority. We reward performance and offer a competitive salary and benefits package. Flow Tech is an Equal Opportunity Employer.

To Apply

Please email your resume to Rich Harper at harper@FlowTechInc.com, or you may call him at 860.221.0871 for more information.