

## **Sales Applications Engineer Internship**

### **Introduction**

Flow Tech, Inc.'s mission is to help people connect to the built environment by sustainably improving comfort and safety. Our vision is to be the premier, full-service manufacturer's representative for applied and engineered products and systems for HVAC and municipal water and wastewater markets.

### **Position Summary**

We are seeking individuals looking to pursue a career in technical sales. Our internship is an application engineering position that supports the sales department. Our goal is to find individuals with a drive to succeed and the ability to comprehend technical products and systems. We view our internship program as an extended interview and hope it is the beginning of a long-lasting career at Flow Tech, Inc.

### **Performance Objectives**

- Learn how to read and interpret building plans and specifications. Determine which products/services Flow Tech can get involved in on a project.
- Perform and/or analyze calculations for equipment/system selection and configuration.
- Immerse oneself into the products and services Flow Tech offers. Candidate should be able to select, price, quote, submit on and order products they are exposed to within a few weeks. Proficiency in Microsoft Word and Excel is a must.
- Begin the relationship-building process with Flow Tech's customers including contractors, end-users and design engineers. Candidates should eventually feel comfortable discussing product applications in person, over the phone and via email with professional courtesy and attention to detail.

### **Preferred Qualifications**

- Electrical, mechanical or applicable engineering background
- Sales experience and/or prior knowledge of HVAC equipment and systems

### **Student Benefits**

- Full-time, paid summer position
- Mentoring from industry experts
- Gain valuable business/construction experience
- Product training and jobsite visits



HVAC Products  
Systems Design  
Service  
AA/EOE

### **About Flow Tech, Inc.**

We are headquartered in South Windsor, CT and offer competitive, energy-efficient and quality-focused products, systems and services. We excel in large commercial and institutional type markets including healthcare, higher education, K-12 schools, pharmaceutical, office buildings and water/wastewater.

We differentiate ourselves by satisfying our customers' unmet and unarticulated needs, fostering creative and innovative solutions and providing exceptional service. We always make a conscious effort to do the right thing. We pride ourselves on our offerings and encourage you to view our complete line of products and services at [www.FlowTechInc.com/services/](http://www.FlowTechInc.com/services/).

### **Company Culture**

At Flow Tech, Inc. 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 embody an inclusive company culture that rewards hard work, we act with integrity and we focus on open communication and teamwork.

**To be considered for this position, please email your cover letter and resume to Nichole Petersen, [npetersen@FlowTechInc.com](mailto:npetersen@FlowTechInc.com).**