

Sales Engineer

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 an individual looking to pursue a career in technical sales. Our goal is to find a motivated individual who has the proven capability to manage professional relationships and the ability to comprehend technical products and systems.

Performance Objectives

- Collaborate with the Flow Tech team to create a targeted list of accounts within the first month of employment. Manage account relationships with end users¹, design engineers² contractors³ and manufacturing principals⁴ specific to the products and territories assigned to the salesperson.
 - ¹Ensure our products are the standard at their facility.
 - ²Strive to be basis of design for projects involving our products.
 - ³Become their preferred source for our products/services.
 - ⁴Provide constant feedback as to how they can improve their product for our market to increase sales for both parties. On-site training at manufacturing facility or at Flow Tech will be required.
- Interpret building plans and specifications. Within the first few months of employment, candidate should be able to determine which Flow Tech products/services are applicable on a project from a cursory look through project documents.
- Calculate and/or analyze equipment/system selection and configuration for end users, design engineers and design/build contractors.
- Compile pricing and quotations to end users and contractors. Sales rep will be responsible for project coordination and management of all orders received.
- Immerse oneself into the products and services Flow Tech offers. Candidate should be able to speak intelligently to all of Flow Tech's products/services to customers within a few months.
- Engage with local professional organizations to establish new relationships and maintain existing ones, including after-work/evening events.
- Present products/solutions to customer groups in lunch & learn or other desired formats in order to educate potential customers about Flow Tech's product offering.
- Travel within our local territory (primarily CT and western MA) to provide face-to-face contact with consumers.
- Document detailed records of current opportunities and booked orders within CRM and electronic filing system.



HVAC Products
Systems Design
Service
AA/EOE

Preferred Qualifications

- Electrical, mechanical or applicable engineering background.
- Minimum of 5 years relevant outside sales experience and/or prior knowledge of HVAC equipment and systems.
- Proficiency in Microsoft Word and Excel is a must.
- Experience with CRM sales management tools is a plus.

Employee Benefits

We reward performance and offer a competitive commission structure with salary draw and benefits including medical insurance, 401k with company match, and industry association memberships. Flow Tech is an Equal Opportunity Employer.

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/.

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.