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B. J. MUIRHEAD CO., INC.

Buffalo Office

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Orchard Park, New York 14127
Phone: (716) 667-7100
Fax: (716) 667-7104

Rochester Office

765 Maple Street
Rochester, New York 14611
Phone: (585) 742-2731

Aftermarket/Outside Sales Representative

Responsibilities:

- Work within a team to provide top level customer service to the commercial and industrial Steam & Hydronic market.
- Maintain brand image and integrity by providing excellent service.
- Provide or assist engineers, contractors, and end users, with upgrades including boilers, burners, pumps, controls, and other ancillary equipment.
- Promote energy savings with upgrades to equipment and use of rebate programs from local energy providers.
- Personal territory management – local travel required.
- Participation in company provided education and training.
- Promote the sale of boilers, burners, pumps, controls, and ancillary equipment through regular visits, lunch & learns, seminars and field support to contracting, engineering firms, and end users, with emphasis on education, problem solving, providing solutions.
- Equipment sizing and selection.
- Preparing proposals for customers
- Traveling to job sites

Essential Job Requirements:

- 2-5 years of Business sales experience. Industrial, HVAC or Boiler Room equipment sales experience is preferred.
- Strong interpersonal skills to objectively listen to, and understand consumer, contractor, and engineer needs.
- Previous sales and customer service experience
- Dedication to CRMs and keeping updated records of activity and customer information.
- Proficient computer skills including Microsoft Office applications (Outlook, Word, Excel etc.)
- Positive attitude, Self-sufficient, and a team player
- Mechanical and electrical troubleshooting experience

Compensation & Benefit Package:

- Competitive base salary with commission
- Health Care, Dental and Vision Insurance
- 401K with Profit Sharing
- Vacation and Sick Days
- Company Vehicle Package