

## JOB DESCRIPTION

**Position Title:** Industrial Sales

**Reports to:** Sales Manager

### **Position Summary:**

The position has responsibility for promoting GENERON products and services, leading to sales and orders for GENERON products and services, using marketing skills and materials, sales experience and relationships, and technical knowledge.

### **Typical Duties and Responsibilities; to include but not limited to the following:**

- Develop and maintain relationships with clients within Engineering, Procurement, and Construction (EPC) companies
- Understand and promote GENERON products to clients
- Attend and work industry trade shows
- Work with intercompany departments; Engineering, Manufacturing, Management, etc. to maintain reasonable and accurate understanding for quoting GENERON products
- Prepare proposals for delivery and/or presentation to potential clients
- Maintain a positive and outgoing attitude to represent GENERON

### **Education/ Experience/ Skills Requirements:**

- Bachelor of Science degree in Engineering or Technical discipline, is helpful but not required
- A safety minded awareness and attitude
- A positive attitude and willingness to learn
- Self-organization skills, maintaining a neat and orderly work area
- Experience in working with multiple-disciplined tasks or projects
- Skilled in Microsoft Suite
- Exceptional communication and professional self-presentation skills

### **Other requirements:**

- Successful pre-employment drug and alcohol screening
- Background screening includes previous employment, education, and criminal history

### **Work Environment and Physical Demands:**

The characteristics described below are representative of those encountered while performing the essential functions of this position.

- While performing duties of this job, it would often be required to stand, walk, sit, reach with hands and arms, climb or balance, stoop or kneel, talk and hear, and use fingers and hands to feel objects, tools or controls.
- Must occasionally lift and/ or move up to 25 pounds
- Specific vision abilities required include close vision, distance vision, depth perceptions, and the ability to adjust focus on moving objects.
- Overtime may be necessary as the work load dictates. This may include weekdays, evenings and/ or weekends.

- Job will generally be performed in an office environment, but will require travel and visits to Client's office, production facility, or industrial/ construction job sites. Conditions will vary at each location.