

## **Sales Engineer (Outside)**

Salary Range: \$79,000 – \$89,000

Wales-Darby is a leading Manufacturer's Representative in the HVAC and Plumbing industry serving the greater New York / New Jersey / Philadelphia areas. Our continued growth and success over the past 45 years has been due to our commitment to excellence - both in the manufacturers that we represent and in the talent that we hire.

We are currently seeking an energetic and motivated individual to join our Commercial / Engineering Sales team. This group is an essential part of our overall business, and its evolution has created a need for an Outside Sales Engineer based in our Philadelphia, PA sales office.

Qualified candidates will contribute by:

- Actively calling on commercial plumbing contractors and specifying engineers
- Visiting job sites
- Finalizing proposals with plumbing contractors
- Providing technical literature to customers and engineers

Qualified candidates must possess the following skills and proficiencies:

- Computer literacy - mandatory - with a proficiency in MicroSoft Office (Excel) and Adobe Acrobat
- Excellent multitasking and organizational skills
- Technical aptitude (training provided on product-specific aspects)
- Ability to work independently with minimal supervision
- Ability to self-start
- Ability to work as part of a team geared toward achieving a common goal

Candidates will benefit by having the following work experience and education background:

- Experience as an outside salesperson in a comparable field or industry
- Experience as a specifying engineer in a comparable field or industry
- Experience as an installing or general contractor in a comparable field or industry
- Bachelors Degree in engineering or other related technical field.

This position is full-time, Monday-Friday / 8am-5pm. Wales-Darby offers a comprehensive compensation package including competitive salary, health benefits, 401(k), paid holidays, paid vacation / sick time. Successful individuals will be eligible to participate in a performance-based incentive program.

For immediate consideration, please submit your resume including work experience, education background and salary expectations.

We look forward to hearing from you!