

Sales Engineer (Outside Sales)

Salary Range: \$95,000 – \$125,000 per year, commensurate with experience

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 50 years has been due to our commitment to excellence - both in the manufacturers that we represent and in the talent that we hire.

Position Overview

We are seeking an individual to contact and engage HVAC and Plumbing engineers in the Greater NYC Area. This key role is essential to the ongoing success and growth of our Commercial and Engineering groups.

This position is full-time (M-F; 8am – 5pm), in-person. The position is based in our Islandia, NY location and reports directly to the Senior Vice President, Engineering.

Key Duties and Responsibilities:

- Actively call on an assigned account base of consulting engineering firms in person.
- Create awareness, value, and demand for our manufacturers' products.
- Conduct HVAC and Plumbing system-centric presentations for consulting engineers.
- Generation of comprehensive design proposals in a timely manner.
- Regularly attend NYC ASHRAE and ASPE meetings.
- Productively visit job sites as necessary.
- Travel to industry conventions and manufacturer's factories.

Required Skills and Proficiencies:

- Computer literacy is an absolute must.
- Proficiency in Microsoft Office Suite and Adobe Acrobat / Foxit.
- Ability to become proficient in manufacturers' software and CAD.
- Excellent multitasking, organizational, and communication skills.
- Ability to work independently as a self- starter as well as contribute as an integral part of a sales team in a fast-paced environment.

Preferred Work Related Experiences:

- Experience as an outside salesperson in a qualifying field or industry.
- Experience as a specifying engineer in a qualifying field or industry.

Preferred Educational Background:

- Bachelor of Science Degree in Mechanical Engineering or other related technical field

Benefits & Compensation:

- \$95K - \$125K salary range, commensurate with experience
- Medical / Dental / Vision / Long Term Disability insurance
- Voluntary Life Insurance
- Voluntary Legal Assistance Plan
- Voluntary Pet Insurance
- Flexible Spending Plan
- Dependent Care Plan
- 401(k) Plan
- Paid Holidays
- Sick/Personal/Vacation Time

Potential for bonus program and advancement.

To apply, please provide your resume including your education and work experience.