

## Technical Sales Engineer for Carolinas

Air Techniques, Inc. – Marietta, GA

### Company

Air Techniques founded in 1978 is a multi-division firm providing Equipment and Services associated with Air Pollution Control, Air Pollution Measurement, Steam and Power Generation, Air Movement & Control, and Noise Control. The company is headquartered in Marietta, GA with regional offices in Greenville, SC and Charlotte, NC.

### Position

This is a sales role for promoting and selling Equipment and Services associated with Air Pollution Measurement and Control, Steam and Power Generation, Air Movement and Control, and Noise Control. The role requires the employee to operate within a geographical territory developing clients at multiple types of organizations. Customers will include Corporate Office Accounts, Consulting Engineers, Contractors, and Manufacturing or Plant sites. You will seek and qualify new customers while expanding the business opportunities with existing customer base. Position requires working with other divisions and partners of the company on a frequent basis to win and close orders. Successful candidate will utilize technical capabilities, organizational understanding, and customer relationships to influence clients and assist them in applying the appropriate products and services to their needs resulting in profitable revenue generation.

### Responsibilities:

- Responsible for the sale of company products to an assigned account base within the geographic region of North Carolina, South Carolina and Eastern Tennessee with focus on Industrial markets including Wood Products, Pulp & Paper, Lime and Cement, Steel, Energy, Chemical Processing, Automotive, including Corporate Offices, Manufacturing Plant Sites, Engineering and Consulting Firms.
- Establish and implement sales strategies and goals as defined for various principals and revenue channels of the company
- Find and identify new and/or expanded opportunities for the products and services, make initial contact, develop applications and projects, overcome objections, follow-up and close sales.
- Provide professional sales support functions to customers such as technical support, product selection, quotations, terms & conditions, contract administration, etc.
- Establish and maintain relationships with general and mechanical contractors.
- Prepare and deliver PowerPoint presentations to individuals and groups as needed.
- Attend trade shows, seminars and training sessions to keep informed of trends effecting customers, keep abreast of competitive products, services, and other value added activities
- Responsible for maintaining company property (automobile, computer, office equipment, etc.) that is in his/her control, and or at his/her customer site.

### Qualifications:

- Degree or Major Studies in Engineering, Environmental Sciences, or similar technical discipline
- At least 2-5 years of experience preferred but not required. Experience in marketing or account management, and selling a technical product or service in various industries and client types. Environmental Industry experience, particularly in Air Pollution Control Systems favored.
- Independent self-starter with strong time management skills who can be successful without daily direction and oversight from management.
- Ability to plan, prioritize and organize workload of multiple activities and projects.
- Excellent oral and written communication skills.
- Minimum up to 50% travel is required in specific territory in North Carolina, South Carolina and Eastern Tennessee.
- Excellent PC skills are required (MS Office, Word, Excel, & PowerPoint)
- Valid driver's license required. Limited moving violations per company insured requirements
- Remote positions considered

### Compensation Package:

- Base salary
- Commission
- Business vehicle for travel
- Medical and dental insurance
- Matching 401k saving plan

If Interested, please email your resume to: [slowe@airtechniquesinc.com](mailto:slowe@airtechniquesinc.com)