



**Job Description**  
**Area Sales Representative**  
**Area D**

<b>Job Title:</b>	<b>Area Sales Representative (Area D)</b>	<b>Job Category:</b>	Outside Sales
<b>Department/Group:</b>	Sales Department	<b>Job Code/ Req#:</b>	
<b>Location:</b>	Greater New Mexico Area. Applicant must live in, or be willing to relocate to the Albuquerque metro area.	<b>Travel Required:</b>	Yes, throughout New Mexico and parts of Texas as needed.
<b>Level/Salary Range:</b>	\$45K - \$80K, (Base plus Commission)	<b>Position Type:</b>	Full Time, 40+ Hours per Week
<b>Contact:</b>	Paul Brimhall, Sales Manager	<b>Date posted:</b>	
<b>Will Train Applicant(s):</b>	Yes, training provided.	<b>Posting Expires:</b>	
<b>Applications Accepted By:</b>			
<b>Fax or E-mail:</b> (719) 852-2717 or <a href="mailto:jobs@brimhallindustrial.com">jobs@brimhallindustrial.com</a>		<b>Mail:</b> Paul Brimhall, Sales Manager Brimhall Industrial P.O. Box 548 Monte Vista, CO 81144	
<b>Job Criteria</b>			
<p><b>Job Description:</b> (This job description is for a Sales Representative for Area D as determined in Brimhall Industrial’s Area Representation Map. Area boundaries are subject to change based on business conditions. Chesterton boundaries are established per agreement with AW Chesterton Company.)</p> <p>The Area Sales Representative (“ASR”) generates industrial sales in the greater New Mexico area by promoting and selling <a href="#">Brimhall Industrial</a> (“Brimhall”) services including pump repairs, heat exchanger fabrication and repair, rotating equipment repair and all other services and repairs indicated on the <a href="#">Brimhall Industrial Line Card</a>. The ASR also promotes and generates sales for the entire line of <a href="#">AW Chesterton Company</a> (“Chesterton”) products within his/her Chesterton boundaries, as well as promoting and generating sales for all other lines carried by Brimhall Industrial as indicated on the current <a href="#">Brimhall Industrial Line Card</a>. The ASR reports to the Sales Manager.</p> <p><b>Duties and Responsibilities:</b></p> <ul style="list-style-type: none"> <li>• Generates sales to meet agreed-upon sales growth goals in assigned area from existing and potential customers.</li> <li>• Supports Sales Manager in yearly strategic planning by developing area sales forecasts based on sales goals on a customer-by-customer and product-by-product basis. The ASR then executes the plan to meet goals for his/her respective area. Meets with Sales Manager in person or via telephone on a regular basis to review current status and progress of the sales plan.</li> </ul>			

- Researches customer equipment needs and develops and presents solutions to solve customer equipment problems in order to sell Brimhall Services and Chesterton Lines. Develops quotes including work scopes, presentations and drawings, as needed, to provide the best solution for the customer.
- Consistently sells all [Chesterton lines](#) consisting of mechanical seals, packing, engineered polymers, technical products and abrasive resistant composite coatings.
- Conducts and logs an average of twenty (20) face-to-face sales presentations to existing or potential customers each week.
- Provides technical training to end-user customers as needed by the customer, both by him/her self and using available Brimhall and Chesterton experts.
- Follows up on customer contacts, quotes, and completed sales in a timely manner in order to provide the highest quality of customer service possible. Keeps all promises to customers to provide information and technical expertise.
- Devotes and logs a minimum average of five (5) hours per week to new customer development activities.
- Maintains and updates customer contact information to maintain accuracy of information on a daily basis in the CRM system.
- Completes and passes the Chesterton online courses available through Chesterton online training within 60 days of hire date. Participates in training both online and in person as necessary under the direction of the Sales Manager. Training is on-going; additional courses will be required as determined by the Sales Manager.
- Completes and submits all necessary expense reports accurately and on a weekly basis.
- Adheres to all company policies per the provided Brimhall Industrial Company Policy Manual including travel budget and company car policies.
- Travels by car and airline as needed to perform necessary sales duties and training. Must be willing and able to spend up to 4 nights per week traveling as needed.

**Skills/Qualifications:**

**To perform this job successfully, an individual must be able to perform each essential skill satisfactorily. The requirements listed below are representative of the knowledge, skill and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.**

- Must possess superior interpersonal skills and be out-going, cheerful, optimistic and enthusiastic.
- Must be self-motivating and willing to work 40+ hours per week as the job demands.
- Must be able to approach (cold call) potential customers and develop long-term business relationships.
- Demonstrates superior organization skills.
- Demonstrates superior listening skills.
- Demonstrates a high degree of attention to detail.
- Possesses mechanical aptitude and basic knowledge of pumps, rotating equipment and process systems in general.
- Must be able to learn to measure accurately using micrometers, calipers, rulers and other measuring devices.
- Must be somewhat proficient in Microsoft Word, PowerPoint, Excel, Outlook and Internet Explorer.

**Education, Experience, Background:**

- A BS Degree or equivalent in Business Administration, Sales and Marketing, or Engineering, OR three (3) years minimum experience in an industrial business, sales/marketing, or outside sales position with a technical

focus.

- Successful applicant must be able to pass a background check.
- Successful applicant must pass a drug test and physical, as well as ongoing random drug tests per company policy. Brimhall Industrial has a “zero tolerance” drug policy.
- Brimhall Industrial is an Equal Opportunity Employer.

**Licenses/Certificates:**

- Must have a valid New Mexico Driver’s License and proof of personal automobile insurance.

**Physical Demands:**

**The physical demands described here are representative of those that must be met by an employee to successfully perform the essential function of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.**

- While performing the duties of this job, the ASR is required to stand, walk, sit, talk, climb ladders and stairs, hear, and reach with hands and arms—lifting up to 70 lbs.
- These duties require extensive travel and flexibility; ASR must be able to drive long distances.
- Specific vision abilities required with this job include close and distant vision, the ability to distinguish color of products and color-coded materials, depth perception and the ability to adjust focus.
- Moderate to very loud noise exists in the daily work environment.

**Tools/Equipment:**

- Must provide laptop computer capable of using a [Verizon Broadband](#) card. Broadband card will be furnished by Brimhall. Laptop must be capable of running Microsoft Office 2007 Business (furnished by Brimhall) and accessing Wi-Fi hotspots.
- Car allowance, cell phone, company credit card to be furnished by Brimhall.
- All necessary sales materials, literature, etc. to be furnished by Brimhall.