

## **R. L. Deppmann Company**

**Job Title:** Outside Sales

**Reports To:** VP Sales

**Scope:** Outside Sales members utilize their technical knowledge of hydronic, steam and plumbing systems and sales experiences to help provide sales & support for the products represented by R.L. Deppmann.

### **Responsibilities:**

- **Selling – Pursuing the Order:** Priority Level: 1
  - Close the order
  - Negotiate pricing
  - Coordinate quote
  - Manage vendors
  - Engineer/systems design
  - Internal collaboration/coordination
  - Follow-up on leads from Customer Service & Inside Sales
  - Respond to pricing requests
  - Joint sales with customers
  - Exceed sales goals for sales territory
  
- **Customer Management:** Priority Level: 2
  - Problem solving
  - Conduct training
  - Meet with customers: relationship building
  - On site tech support
  - Visit jobsites
  
- **Internal Administrative Activities:** Priority Level: 3
  - Acquire product/industry/technical knowledge
  - Develop and analyze sales plan
  - Weekly teleconference call
  - Attend department offsite meeting
  - Utilize CRM to provide regular updates on projects & customers
  - Personal development
  - Backup Inside Sales
  
- **Marketing:** Priority Level: 4
  - Attend social events: golf outings
  - Participate in professional organizations: i.e. ASHRAE, etc.
  - Attend trade shows

- **Miscellaneous**

- Be part of a hard working team
- Commitment to Ongoing Personal Training / Development
- Other duties may be assigned

**Requirements:**

Strong Computer Skills (Excel, Word, PDF, CAD, CRM), Technical background in HVAC (Degree Preferred), Ability to Multi-Task, Strong Desire to Learn, Take on responsibility, Great People Skills, Detail Oriented. A valid driver's license is required

Send resume to Human Resources at [jobs@deppmann.com](mailto:jobs@deppmann.com)