

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

**Job Title:** End User Outside Sales

**Reports To:** Engineering Sales Manager

### **About Deppmann**

Our Company focuses on helping people make better decisions. We are a company that is responsive to our customer and understands how our products work and interact in hydronic and plumbing systems. Our company culture is shaped by our Core Values: Knowledge, Empowerment, and Responsiveness. We achieve this through selling hydronic and plumbing equipment in Michigan and Ohio. Our Company is 100% employee owned.

**Scope:** 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. The End User Outside Salesperson focuses on the projects during the development and design phases, being a resource to our on-site engineers/facility directors in developing system designs and equipment selections. Outside of the project related work, this position will assist building owners with any replacement or upgrade of their systems.

### **Who We Are Looking For:**

Looking for someone that enjoys collaborating with on-site engineers, facility directors, and fellow team members to provide the best solution for any given project. The successful candidate enjoys teaching as well as learning. She/He will seek out opportunities to collaborate and loves to solve problems using her/his technical skills.

### **Responsibilities Include:**

- **Sales:**
  - Close the order at the end user level
  - Negotiate pricing
  - Coordinate quote
  - Manage vendors
  - Systems design
  - Internal collaboration/coordination
  - Follow-up on leads from Customer Service & Estimation
  - Respond to pricing requests
  - Joint sales calls with other team members and their customers
  - Exceed sales goals for sales territory
  
- **Customer Management:**
  - Problem solving
  - Conduct training
  - Meet with customers: relationship building
  - On-site technical support
  - Visit jobsites

- **Internal Administrative Activities:**
  - Acquire product/industry/technical knowledge
  - Develop and analyze sales plan
  - Weekly department meeting
  - Attend department offsite meeting
  - Utilize CRM to provide regular updates on projects & customers
  - Personal development
  - Backup Customer Service
  
- **Marketing:**
  - Attend social events: golf outings, trade shows
  - Participate in professional organizations: i.e. MSBO, MiAPPA, USGBC, etc.
  
- **Miscellaneous**
  - Commitment to Ongoing Personal Training / Development
  - Other duties may be assigned

**Requirements:**

Strong Computer Skills in Microsoft Office, Technical background in HVAC (Degree Preferred), Ability to Multi-Task, Strong Desire to Learn, Take on responsibility, Great People Skills, Detail Oriented.

**Travel:**

Local travel required within Grand Rapids, Kalamazoo, Lansing territory, 10% travel outside of sales territory. A valid driver's license is required.

If you have these skills and the desire to join a driven team, send resume to Human Resources at [jobs@deppmann.com](mailto:jobs@deppmann.com)