

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

**Job Title:** Sales Engineer

**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 product 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 Engineering Outside Salesperson focuses on the projects during the development and design phases, being a resource to our engineers in developing system designs and equipment selections.

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

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

### **Responsibilities Include:**

- **Selling – Pursuing the Order:**
  - Close the order at the engineer level (specifications and schedules)
  - 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:**
  - Problem solving
  - Conduct training
  - Meet with customers: relationship building
  - On site tech support
  - Visit jobsites

- **Internal Administrative Activities:**
  - 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 Estimation
  
- **Marketing:**
  - Attend social events: golf outings, trade shows
  - Participate in professional organizations: i.e. ASHRAE, ASPE
  
- **Miscellaneous**
  - Commitment to Ongoing Personal Training / Development
  - Other duties may be assigned

**Requirements:**

Strong Computer Skills in Microsoft Office Suite, 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 **Greater Grand Rapids, MI** 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, please submit your resume to Human Resources at [careers@deppmann.com](mailto:careers@deppmann.com).

# ENGINEERING SALESPERSON

## PROFILE

Team : Engineering Sales  
Hiring Manager : Kyle Wefing  
Experience : Degree or background in engineering, or extensive technical skills from previous HVAC sales role  
DISC Profile : High D or C



“

A detail-oriented and decisive decision maker who thinks outside the box to improve the system design. Engaging, but not the loudest in the room, engineering sales is an engineer's secret weapon - bringing the latest product and system expertise for a winning combination.

“

The Engineering Salesperson is a consultant to the engineer. They add value to our engineering customers' requests by examining the application and thinking creatively to offer the best solution possible. Thinking outside the box and going beyond the initial request is at the core of R.L. Deppmann's competitive edge.

## BEST PARTS OF THE JOB

Meeting lots of people and building real relationships.

Assisting engineers with difficult designs to help them win.

Entrepreneurial nature of the role: design *your* sales strategy.

Creatively solving challenging designs is like solving a puzzle.

## UP FOR THE CHALLENGE

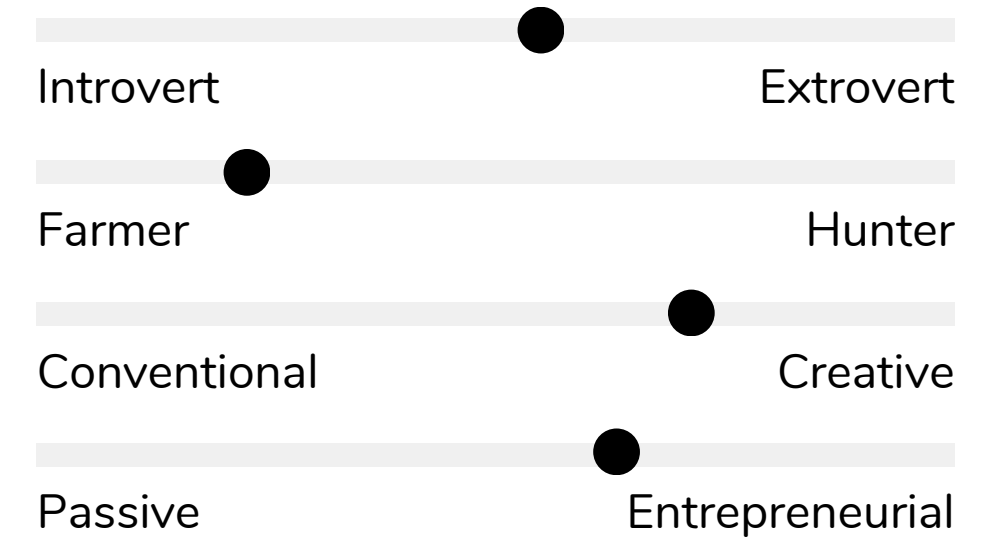
Sharing new concepts of design to those set in their ways.

Resilient in building and nurturing long-term relationships.

Patience for long-term results, projects can take years to sell.

Engineers often need solid input or decisions made quickly.

## PERSONALITY



## SKILLS

Sales & Customer Engagement

Technical Ability

Communication & Follow Up

## KEYS TO INITIAL SUCCESS

🔑 Building trust in the smaller, close knit engineering community

🔑 Methodical in the design process

🔑 Confidence and conviction