

SALES JOB

Job Description

Quality Compressed Air Services is a distributor of air compressors and related compressed air equipment to the industrial, petrochemical, manufacturing, marine, medical, and mining industries. We offer new equipment, service and repair, parts, and rental of air compressors, compressed air dryers, and other related compressed air equipment. We repair all brands and we distribute respected brands such as ELGI Compressors USA, Dekker Vacuum, Great Lakes Air Products, and AirPipe USA. We sell directly to users in Louisiana and Mississippi. For more information about the company, see our website at www.QCAS-INC.com.

We are proud to offer

- Guaranteed compensation
- Commissions
- Company vehicle
- Training
- Expense reimbursement
- A long history of growth
- Medical / Retirement / Vacation / Holiday Pay

Job Overview

Our Sales Representative will prospect, cold call, and sell air compressors and related compressed air equipment, service, and parts to end users. Our Sales Representative will also continue to build and maintain relationships with the customer after the initial sale. This is a full-time position for a responsible individual capable of working with minimal supervision. The Sales Representative mostly works in a defined territory. He/she will have a local office to work from, however most of the time will be spent in the field for which a company-supplied vehicle will be provided. He/she will visit several different locations each day and will generate revenue by offering our quality services and products.

Duties:

Specific functions include, but are not limited to:

- Prospecting and cold calling on potential customers
- Building and maintaining relationships with current customers
- Setting appointments, creating weekly itinerary
- Evaluating customer needs, quoting, and closing orders
- Selling new equipment, selling service, selling parts
- Completing various reports in an accurate and timely manner
- Generate and increase revenue

Requirements:

- Past field service sales experience
- Ability to learn technical subjects
- Mechanical / electrical aptitude
- Strong motivation and results-oriented attitude
- Good communication skills
- Experience or education in a mechanical field
- Maturity and self-reliance
- Good organization skills
- Physically fit: able to lift up to 100 lbs, walk long distances, climb on machines, etc
- Very good driving record with no DUI

For more information email Michael McCulley at michael@gcas-inc.com.