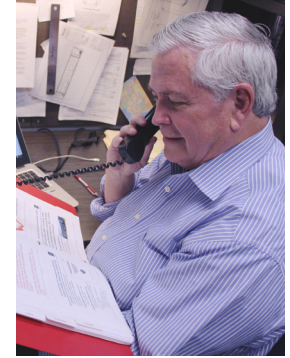


## TECHNICAL SALES ASSOCIATE

### JOB DESCRIPTION:

Richmond Manufacturer looking for energetic self starters to join our sales team - all sales activity functions are based in Richmond, VA. This position will include sales of Uninterruptible Power Supplies, Frequency Converters, Tactical Shelters, and many other PS&C products. As our products are very technical, PS&C's Application Engineering group supports this effort to strengthen knowledge and boost sales goals.



### REQUIREMENTS:

- Must be a U.S. citizen
- BA or BS degree preferred
- Sales experience is mandatory
- Strong technical background in structures, power, and/or controls
- Experience with manufactured and electrical products
- Strong practical knowledge of Microsoft Suite products, as well as the capability to work within a CRM system to track sales activity
- Must be able to work within teams and independently establish new contacts

### RESPONSIBILITIES:

- Cold calls and reaching out to existing customers
- Research target sales opportunities
- Create costing for non standard product proposals
- Issue proposals to customers and communicate through receiving purchase orders
- Complete sales documentation for all sold jobs
- Work with Application Engineering throughout proposal phase
- Assist Project Managers from sale to shipment
- Follow-up with customers

### BENEFITS OF WORKING @ PS&C:

PS&C offers the opportunity to carve out your own professional destiny! We facilitate enhancement of one's skill set, while providing the structure to strengthen your talents and diversity within yourself, as well as our product lines. As a valued team member, we recognize that everyone is essential to success. Each employee's individual talents are utilized.

- Company is Employee Owned and is looking for Associates with long-term expectations
- E. O. E.: drug and smoke free environment; criminal background checks included
- Bonus, 401k and Company Stock Ownership
- Health and Dental coverage
- Paid Vacations, Personal Time and Holidays

