



## IMMEDIATE EMPLOYMENT OPPORTUNITY Inside Sales Engineer



### **Nationwide Boiler Delivers:**

- Competitive Salaries & Incentives
- Attractive Benefits Package
- Safe & Comfortable Working Conditions
- Opportunities for Advancement
- Challenging Work Assignments

### **Benefit Highlights:**

- Paid Family Medical & Dental
- 401K/Profit Sharing Plan
- 9 Paid Holidays a Year
- Paid Sick Leave
- Employee Life Insurance

### **Corporate Quick Facts:**

- Founded in 1967, Privately Owned
- Products Include Boiler Rentals/Sales, SCR Systems, Economizers, Feedwater Systems & PLC Controls
- Over 60% of Sales are from Repeat Customers
- 25,000 sq. ft. Fabrication Facility

### **Nationwide Boiler Inc.**

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*\* Benefits are subject to change without notice.*

Nationwide Boiler Inc. has an immediate employment opportunity for a qualified Inside Sales Engineer who will be responsible for the inside sales activities and support of Nationwide Boiler's fleet of package boilers, air pollution control equipment (CataStak™ SCR Systems), and related systems, located in Fremont, CA.

### **Major Duties & Responsibilities**

- Receives and processes new sales inquiries for Nationwide's products and services.
- Determines customer requirements and the general scope of equipment.
- Supports outside sales and representatives for the sale of Nationwide's SCR systems and boiler sales. This entails technical assistance, the review of various customer specifications, proposals, and pricing.
- Processes all inquiries and proposals into a completed job file once a purchase order is received.
- Supports, interacts and interfaces with sales and engineering departments.
- Provides technical assistance to customers, as required.
- Maintains an awareness of market conditions and competitor intelligence.
- Promotes the sale of reconditioned equipment.
- Exhibits a commitment to provide exceptional customer service and support during all stages of the sales process.

### **General Knowledge & Skills**

- Ability to communicate effectively with customers, outside sales, and representatives.
- High degree of knowledge in contract law a plus.
- High level of organization skills and the ability to prioritize tasks.
- General computing skills including experience using Microsoft Office applications.
- Ability to work within a team-oriented environment.
- Self motivated
- Ability to prioritize, meet sales goals, and objectives.

### **Preferred Requirements**

College degree in either of the following fields of study or at least 3-5 years of relevant work experience:

- Facilities Engineering Technology
- Marine Engineering Technology
- Mechanical or Chemical Engineering

This position reports to Nationwide Boiler's Vice President of Sales and Marketing, and is located in Fremont, CA. Some travel is required.