

## IMMEDIATE EMPLOYMENT OPPORTUNITY

### Inside Industrial 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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 Fremont, CA 94538  
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#### **E-mail:**

jobs@nationwideboiler.com

#### **Website:**

www.nationwideboiler.com

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

Nationwide Boiler Inc. has an immediate employment opportunity for a qualified Inside Industrial Sales Engineer who will be responsible for the sales activities and support of Nationwide Boiler's fleet of rental, new and used package boilers, air pollution control equipment, 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 boiler and CataStak SCR system sales. This entails technical assistance, the review of various customer specifications, proposals, and pricing.
- Processes all inquiries, proposals, correspondence, etc. 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 is 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 with ability to prioritize, meet sales goals and objectives.

#### **Preferred Requirements**

- Experience selling industrial or commercial equipment.
- 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

#### **Salary Range: \$60K – \$90K per year**

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