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## Sales Representative

### Responsibilities:

- Take and make sales calls. It will vary from cold calling, to prospecting to formal sales presentations.
- Develop business in the category of Extraction Equipment, Brewery Equipment, Stainless Pressure Vessel, Food Processing Equipment, and more
- Interfaces with customers on design and specification issues as well as for clarifying details in plans and blueprints.
- Prepare work to be estimated by gathering proposals, blueprints, specifications, and related documents.
- Consult with clients, vendors, personnel in other departments to discuss and formulate estimates and resolve issues.
- Prepare quotes for submission to customers.
- Review of process designs and engineering specifications for cost effectiveness and suggestions for alternatives where applicable.

### Qualification:

- BS or BA Degree preferably
- Understand facilities and infrastructure (chillers, boilers, plumbing, electrical) requirements and operating conditions
- Capable of read PID, drawings of brewhouse, fermentation tanks, etc.
- Minimum 2 Years' sales experience
- Self-motivated; Strong teamwork and interpersonal skills;
- Ability to communicate, present, and persuade others.
- Strong analytical, problem-solving, and conceptual skills.
- Proficient skills with MS Office.

### Compensation

- Compensation depends on knowledge, skills, and experience
- Sales commission provided
- Relocation allowance provided if not from Houston area