
Job Description

Job Title: **Outside Sales / Application Engineer**
Supervisor: **Sales Director**
Position: **Full Time, Permanent**
Department: **Sales**
Approval Date: **March 29, 2011**
Approved By:

General Description:

Position reports to the Sales Director and is responsible for selecting, quoting, troubleshooting and promoting all BJM submersible pump products to domestic and international sales channels. All activities will be focused on assisting internal and external sales personnel and to expand BJM's product market share into key growth markets worldwide.

Candidates will be educated for promotion to Outside Regional Sales Manager with additional training and experience.

Job Responsibilities:

- Identify key pump selection criteria by direct interaction with distributor or end user
- Determine major market area of end user or distributor pump application
- Refer end users to established BJM distributor network covering four major marketing areas; Industrial, WasteWater, Mining, and Dewatering.
- Select application appropriate products from entire BJM product line; including pumps, pump replacement and spare parts and submersible pump accessories.
- Prepare product quotations from published price lists and product data sheets to assist users or established BJM distributors
- Identify major competitor's products and their BJM equivalents
- Identify key product applications and product features along with identification of new potential applications
- Identify pumped liquid physical properties and match with available product materials
- Identify electrical power requirements and match to available BJM product characteristics

- Assist sales, marketing and engineering personnel develop and conduct product promotional and/or product training programs

Job Requirements:

Entry level candidates with no prior hydraulic training or on the job sales experience will be considered if the applicant has the aptitude and educational requirements.

- Proficient with Microsoft Office business software
- Ability to read and understand pump performance graphs
- Ability to read and understand engineering drawings and electrical schematics
- Ability to price and prepare formal product quotations
- Familiar with sales distribution channels
- Ability to understand and communicate technical issues
- Must have mechanical aptitude
- Must have a good business aptitude with strong customer service skills
- Must have very good technical and non-technical communication skills
- Ability to manage and prioritize variable workload
- Must adhere to all company policies, procedures and business ethics codes

Educational Requirements:

- 4 year college degree, preferably in business or technical field
- Strong mechanical and electrical aptitude or training
- Willingness to relocate for domestic outside sales position

Additional company information can be located on web at: www.bjmpumps.com .

Position offers: medical, disability & life insurance, 401k, competitive salary. Email your resume to clongo@bjmpumps or Fax to 860-399-2033

BJM Pumps, LLC is an Equal Opportunity Employer (EOE). Qualified applicants are considered for employment without regard to age, race, color, religion, sex, national origin, sexual orientation, disability or veteran status. If you need assistance or an accommodation during the application process because of a disability, it is available upon request. The company is pleased to provide such assistance, and no applicant will be penalized as a result of such a request.

We are a drug free organization and require pre-employment drug screening.