

Job Title: ASME Sales And Project Management

Company: Combustion Service & Equipment Co.
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Contact: Michael Brusco
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Industry: Commercial, Industrial and Institutional

Salary: Based upon experience

Company Information: Combustion Service and Equipment Company (CS&E) is one of Western Pennsylvania's largest HVAC service contractors. CS&E is a privately owned company with over 75 employees and has been in business for 60 years. With a diversified customer base, CS&E services a wide variety of customers that include building owners and operators, developers, contractors, administrators, architects and engineers. Major building types include industrial, commercial, government, religious, health care and educational.

Job Description: Responsible professional to develop and execute a sales plan, develop a new customer base in the Industrial and Commercial ASME repair and piping industry.

Essential Functions:

- Develop and execute a sales plan to meet performance expectations and requirements. The sales plan will primarily consist of fabrication and on site ASME Pressure Vessel repair sales (vessels, tanks, heat exchangers, and piping), but will also include selling engineering, construction, and plant maintenance services.
- Assist in project management, preparing quotes and getting feedback on quotes.
- Prepare sales presentations to explain company services during sales visits with potential or existing clients.
- Build relationships with key customers to enhance long-term business prospects through various mediums i.e. keeping-in-touch calls, emails, text or sharing social media content of interest.
- Canvas the market to gain insight and adjust to the ever-changing competitive situation.
- Assist team to develop a coordinated sales effort while keeping management informed on the status of prospects and quotes.
- Must be able to effectively, communicate, both verbally and in writing, to all levels of the organization and with clients.
- Must maintain a professional and business like demeanor at all times.

Job Requirements:

- Minimum of 5 years of Commercial Business Development.
- Minimum of 3 years of experience in the Mechanical Fabrication, Pipe Fabrication and ASME Code Pressure Vessel industries.

- Possess and maintain a valid and unrestricted driver's license.
- Business development experience.
- Willing to travel in the regional market, calling on current and potential clients.
- Current US Citizen.
- Knowledge of Tank, Vessel, Heat exchanger and pipe shop fabrication.
- Knowledge of ASME Section I pressure vessel fabrication, ASME 31.1 & 31.3 pipe fabrication preferred.
- Ability to respond to a variety of challenging circumstances while continuing to demonstrate superior selling skills focused on key client needs and our services.
- Ability to provide technical solutions built around customer needs.
- Skilled in time management and follow-up contact, with potential clients and existing clients.
- Skilled in sales and business development negotiating skills while understanding and using techniques needed to close orders.
- Skilled in preparing and presenting sales proposals that address/meet customer expectations.
- Robust presentation, training and communications skills.
- Strong work ethic, communications skills, competitiveness.
- Must be able to pass a drug test.

Employee Benefits:

- Competitive compensation package. Salary will be based upon experience level.
- 100% company funded pension plan. Pension plan consists of additional 10% of your total annual earnings.
- Annual performance reviews.
- Paid vacations.
- Paid Holidays (Qty-8)
- Company vehicle.
- Medical insurance for employee and family (Blue Cross/Blue Shield or UPMC)
- Short and long term disability Insurance.