



## Job Posting Account Sales Representative

**Department:** Aire Technology Sales

**Job Title:** Account Sales Representative

**Reports to:** Business Development Manager

**FLSA Status:** Exempt

**Location:** Remote – Traveling Sales in Midwest

### COMPANY PROFILE

DMI Companies, founded in 1978, is a leading manufacturer of HVAC accessories supplying the commercial, industrial and residential HVAC markets through a vast network of domestic and international distributors. DMI has national standing as an industry leading innovator that possesses integrity and leadership skills which are testaments to the quality manufacturing and operating procedures engaged by DMI Companies. DMI is building a better world for ourselves and our children by providing a sustainable environment through our products, operations and personal conduct.

### OVERVIEW

The Aire Technologies Account Sales Representative (ASR) will develop a view of the marketplace through telephone solicitation, market research, competitive analysis and direct visits to manufacturer's representatives, wholesalers, contractors, engineers & building inspectors. The ASR will assist in developing a strategic marketing plan on regional and national levels. The Aire Technologies ASR will cultivate new and manage current overall customer relationships. New relationships will include existing and alternate channels of distribution for all Aire Technologies products. The Aire Technologies ASR will work with the Aire Technologies Business Development Manager to develop specific strategies to implement the plan within regional and national marketplaces. The ASR will then work with the Business Development Manager to assist and implement these strategies. The ASR will also work closely with the members of the Technical Sales Team assisting customers, coordinating orders, facilitating quotes, to further grow business and build customer satisfaction.

### ESSENTIAL FUNCTIONS

#### View of the Marketplace and Strategic Development

- Collect competitive market intelligence through direct visits, phone solicitation, market research and analysis
- Formulate strategic marketing plans while working with the Engineered Sales Consultant and the Business Development Manager along with the DMI marketing department to develop national marketing plans
- Investigate competitive market pricing and establish market-pricing guidelines
- Initiate contact with new customers and existing DMI customers who have not yet begun purchasing from Aire Technologies, Inc. and attempt to get appointments for personal visits, demonstrations and/or training
- Assist Customers with both technical and non-technical questions

- Prepare quotes when requested by customers that include sizing, list pricing with standard multipliers and competitive freight quotes in an effort to gain the customers business

### Implementation of Market Strategy

- Manage existing relationships
- Assist the Technical Sales team with any difficult or time sensitive orders. This includes at least a minimum of, but not limited to a follow-up telephone call to the customer
- Develop job quotes and price requests for accounts as needed and conduct follow up to determine status. If lost, why and to whom.
- Manage customer contract and special pricing
- Follow appropriate procedures for requesting shipment and follow up of samples, literature and promotional materials
- Attend local, and national tradeshow
- Organize Online training
- Assist with Aire Technologies social media
- Manage the CRM system and monthly reports
- Assist the Technical Sales team with returned or damaged goods.
- Build customer satisfaction and buying confidence through post-sale calls
- Develop new relationships through current market channels and through alternate channels such as Plan and Spec organizations and/or Market Reps

### Review and Analyze Sales Efforts

- Analyze and forecast territory performance and sales
  - Utilize EAX (My Aire Technologies) Power BI, Infor, InforCRM, Stratum, and margin analysis
- Identify sales trends
- Determine course of actions for lagging sale

### Identify New Product Opportunities – Research & Development

- Collect and analyze market data for new opportunities in product line developments or augmentations to gain more market share through additional breadth of product offerings
- Work with the Aire Technologies Engineered Sales Manager, Product Specialists, the DMI Design & Engineering department, New Project Development Committee to add new products and ideas

## **EXPERIENCE & COMPETENCIES**

- 3 Years' Experience – Outside Sales, Engineering, Design, HVAC preferred
- Ability to apply principles of logical thinking to define problems, collect data, establish facts, and draw valid conclusions
- Highly proficient in Microsoft Office Suite. PowerBI, CRM experience a plus
- Interpret an extensive variety of technical data
- Excellent time management, organizational, analytical, and multi-task skills
- Ability to interpret sales data and recognize trends
- Ability to communicate effectively and professionally with internal and external customers under all circumstances
- Passionate, energetic, achievement-oriented

## **EDUCATION**

- Bachelor's Degree in Business or Mechanical/Industrial/Manufacturing Engineering preferred

**How to Apply:** email resume and salary requirements to [careers@dmicompanies.com](mailto:careers@dmicompanies.com)