

United States Jobs Expertini®

Aftermarket Sales Representative

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Company: DeBellis, Catherine & Morreale

Location: North Tonawanda, New York

Category: other-general

Work with small businesses up to Fortune 500 companies in providing manufacturing services from ideation to installation.

In this role you will work with customer inquiries who require aftermarket parts for filtration equipment, providing service from quotes through interfacing with suppliers.

What You'll be Doing:

You will work with clients and prepare aftermarket parts and service cost estimates and quotations, proactively reaching out to existing and prospective customers.

You'll need to enter orders into ERP system, maintain the customer database, and expedite any premium orders.

Achieve sales quotes through implementing an Aftermarket Action Plan and increase sales and average order size through upselling and add-ons.

With your strong acquired knowledge of filtration product lines, parts, and applications, you'll continually provide technical support to customers.

What You'll Need for Success:

5-7 years of experience in aftermarket sales, capital equipment preferred.

Associates Degree in Engineering or relevant technical background.

Ability to interpret equipment drawings, P&ID's, and hydraulic schematics.

Background working with manufacturers representatives.

Ability to commute to North Tonawanda Office daily.

The base salary range for this role is \$60,00 to \$70,000 plus commissions. This base salary range represents the low and high end of the base salary range for this position. Actual base salary offered will vary based on various factors including but not limited to location, level, job-related knowledge, skills, experience, and performance.

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