



## **ENTRY LEVEL SALES ENGINEER POSITION AVAILABLE**

### **Entry Level Sales Position**

**Seeking People with an engineering degree who don't want to sit in a cubicle all day AND who like to be around people.**

**Use your engineering degree and learn sales.**

**Cortech Engineering is a supplier of pumps and process equipment located in Bakersfield, California. We service the Industrial, Municipal, Oil/Gas, Refining, Food, Pharmaceutical, aggregate, mining, and military markets**

At Cortech Engineering, a DXP Company, we are **passionate** about what we do and driven to be the best solution for our industrial customers. Since 1908 Cortech/DXP has been dedicated to the **highest quality** of customer service through our expertise of the products we distribute and the technical services we perform with a sense of individual pride and company spirit. Throughout your career with Cortech/DXP, we will **encourage** and **empower** you to take an active role in identifying and driving your development, so you feel total confidence in your ability to achieve ongoing success. We aspire to be the **best solution** for the Industrial customers' needs.

### **We will Teach the New Sales Engineer the following but not limited to:**

- How to use your engineering skills to solve customer problems.
- How to apply pumps into simple and complicated systems/process.
- How to communicate well with others internally and externally, and be able to resolve unique customer issues proactively
- Grow and maintain new and existing accounts
- Stay up to date on latest trends in Pumps and Systems for the products we represent
- Identifying new sales/service opportunities within the territory
- Must be aware of the customer's vision and supply chain initiative objectives and be proactive in the process of providing solutions
- Ability to establish and expand relationships with decision makers within each customer organization
- Learn to develop strategic plans and accurate forecasts for accounts
- Modern Sales Techniques
- How to communicate well in person and over the phone.

## **Job Requirements**

### **Qualifications include, but are not limited to:**

- A 4 year degree preferably in engineering. Other 4 year degrees are acceptable.
- The ability to talk and connect with people in person and over the phone is a must.
- The drive to do whatever it takes to solve the customer's problems and fulfill their needs.
- Computer literate
- Organized and detail oriented
- Excellent oral and written communication skills
- Good analytical and problem solving skills
- Self starter demonstrated ability to work productively with minimal supervision
- Acceptable driving record required according to company guidelines

### Additional Information

**Physical Demand:** Walking, Sitting and Driving

**Working Conditions:** Will be in the office as well as visiting customers at their locations. Maybe exposed to warehouse and outside conditions

**Training/Certifications:** N/A

**Shift Time/Overtime:** N/A

**Travel:** Will be traveling locally to visit customers and make sales calls; Acceptable driving record required according to company guidelines

**Education:** College Degree preferred but not required

### **Company Perks:**

DXP is always looking for individuals who want to join a team of employees who have the desire to achieve remarkable accomplishments together. The culture of the organization is supportive and goal oriented with high expectations, yet it is an environment where the team spirit inspires everyone to do their best. All DXP employees play a vital part in the organization and are treated with respect.

DXP offers a comprehensive benefits package including: Medical, Dental, Vision, Flexible Spending, 401(k), paid holidays, Life and Disability Insurance, and additional supplemental products. EOE/M/F/D/V

**Please Email: [Tyler.Pugh@cortecheng.com](mailto:Tyler.Pugh@cortecheng.com) Phone: 661) 565-1516**