



## **JOB DESCRIPTION – EQUIPMENT SALES REPRESENTATIVE**

The position of Equipment Sales Representative is one that requires an organized, energetic, and dedicated person who understands that their response to a customer's needs has a lasting impression on the long-term sustainability of that customer. Heritage Fire Equipment is a fast-growing supplier of fire apparatus and related equipment to local governments throughout five states. Our goal is to retain every customer that we gain, becoming their single source for fire apparatus related needs. We strive to build career long relationships with our valued customers.

The position of Equipment Sales Representative will be staffed by a motivated, well groomed, courteous person who possesses a mindset based in customer service. The person filling this position must have the ability to effectively and concisely present information to customers allowing them the ability to make informed decisions to meet their needs.

### **REPORTING**

The Equipment Sales Representative will ultimately be accountable to the ownership of Heritage Fire Equipment while reporting directly to the Equipment Sales Manager.

### **RESPONSIBILITIES**

- development of customer relationships that lead to equipment sales in assigned territories or as directed by the Equipment Sales Manager

### **EDUCATION AND EXPERIENCE**

- ability to complete basic math and provide precise descriptions for work performed
- ability to expertly operate computer programs such as the Microsoft Office Suite and Adobe
- experience in the fire service industry either as a firefighter or supplier (preferred)
- Bachelor's Degree (preferred)
- Certified Fire Instructor (preferred)

### **JOB REQUIREMENTS**

- ability to thrive in a fast-paced environment and operate with a high sense of urgency
- ability to show and demonstrate on a consistent basis, initiative, professionalism, poise and flexibility while working within an environment of frequent interruptions, conflicting priorities, and varying workloads
- ability to demonstrate products accurately and effectively for potential customers
- strong interpersonal skills with the ability to interface effectively with a wide variety of internal and external clients
- strong organization and prioritization skills; demonstrated history of successfully managing multiple concurrent initiatives and maintaining one's own workflow



## **FIRE EQUIPMENT**

- must not have any restrictions that would not allow the person to be insured for automobile/liability insurance coverage provided by Heritage Fire Equipment

### **WORK SCHEDULE**

The work schedule is no less than 16 hours per week.

### **WORK LOCATION - TRAVEL**

The primary work location is on site at the customer's location within the equipment sales representative's territory. The Equipment Sales Representative can expect to travel at least 75% of the time. A company vehicle may be provided, and expenses covered per the company's travel policy. Overnight stays are not typical for this position but can occur based on need.

### **WORK ENVIRONMENT**

The nature of this work will place the employee in many situations in which they are not protected from the elements. Many work functions must be completed in ambient temperatures both above 90 degrees and below 32 degrees for extended periods of time. The employee may be subject to elevated noise levels requiring the use of hearing protection. The employee may also be subject to atmospheric conditions that affect the respiratory system or skin such as fumes, odors, dust, gases, oil and/or poor ventilation.

### **APPLICATION PROCESS**

Interested applicants should submit a letter of interest and a resume via email to [info@heritagefireequipment.com](mailto:info@heritagefireequipment.com).