

## **FIRE APPARATUS SALES REPRESENTATIVE**

**Reliant Fire Apparatus, Inc. representing Pierce Manufacturing, Inc.**

Your primary responsibilities will include:

- Continuing and strengthening relationships with existing customers to ensure continued business.
- Develop new relationships with potential customers by identifying their product needs and how our products can meet and exceed those needs.
- Performing demonstrations of fire apparatus.
- Develop product specifications and proposals specific to the customer's individual needs and presenting them in a professional manner.
- Conducting tours and inspections at the Pierce Manufacturing facilities insuring the product built meets the customer's needs and expectations.
- Guiding and helping the customer through all aspects of the order process including the production, inspection and delivery process of new fire apparatus.
- Conduct product orientation to the customer on new fire apparatus received.
- Participation in trade shows and fire schools representing Reliant Fire Apparatus.
- Close coordination with our parts and service departments insuring quick and accurate resolution of customer's needs.
- Documenting sales contacts and leads and preparing sales forecasts.
- Treating the customer and potential customers in a positive and respectful manner that will build personal and professional relationships.

Individuals interested in this position should possess the following requirements and skills:

- High school degree or equivalent and additional education or experience in a sales related field or additional education or experience in fire apparatus use.
- Be highly motivated, a self-starter, have the ability to perform under minimal supervision and be a strong desire to succeed and humble when not successful.
- Be detailed oriented to make sure that the documentation and product meets all of the requirements that has been proposed to the customer.
- Be a good communicator both orally and in writing to ensure that the customer is continually aware of the status of the product they have ordered.
- Good knowledge and understanding of the use of personal computers and systems to develop specifications, proposals and presentations.
- Flexible hours and the willingness to travel to and work during the times the customer is available including some overnight travel.
- Ability to successfully complete a full background check including a good driving record.
- Commercial driver's license (Class B) or the commitment to obtain one within 90 days of employment.
- A sincere desire to be a team member in a family style environment where everyone is treated with honesty, integrity and respect.

Additional desirable qualities are:

- Good knowledge of and use of fire apparatus.
- A passion for public service with the knowledge that will save lives and property.
- Mechanical aptitude for performing minor repairs and adjustments on apparatus.