

Job Description for Inside Sales Representative

For: Stauffer Diesel, Inc. /Stadco

Stauffer Diesel, a leading distributor of Deutz Diesel Engines, FPT Marine and Industrial Engines, Stadco Generators, and Mitsubishi Diesel Engines throughout the Northeast and Midwest United States, has an immediate opening for an Inside Sales Representative at our Ephrata, Pennsylvania facility.

The person filling the position must be a self-motivated individual who assumes responsibility and makes a commitment to joining existing personnel in a fast-paced engine sales program committed to continual growth and development.

REPORTS TO: Stauffer Diesel Sales Manager

JOB RESPONSIBILITIES CONSIST OF BUT ARE NOT LIMITED TO:

- Engage in the daily process of sales workflow inside the Sales Department. General intent of this position is to provide broad support of Stauffer Diesel Inc. (SDI) internal sales operations to provide as much time as possible for outside sales personnel to pursue road sales duties. Sales operations relate to Deutz, FPT, and Mitsubishi diesel engines and Stadco gensets and power packs as determined by management from time to time.
- Provide support for SDI / Stadco sales operations as directed by management.
- Assist in the scheduling and maintenance of records relating to outgoing products for delivery to clients. Must interface with Manufacturing to obtain production scheduling.
- While infrequent, some overnight sales trips may be required as determined by management.
- Develop pricing proposals for clients; proposals subject to approval by management.
- Be proficient in the use of Deutz, FPT, and Mitsubishi resources as they relate to support of SDI sales operations.
- Sales area and product responsibility: As directed by management from time to time.

PRODUCT LINES:

- Deutz industrial diesel engines.
- FPT Industrial and Marine diesel engines.
- Mitsubishi MHI-S industrial diesel engines
- Stadco Power Packs based primarily upon Deutz and FPT diesel engines.
- Stadco Gensets. Mobile diesel-powered compact sets primarily designed for compartment installations in utility and critical mission vehicles.

EDUCATION:

- Must have a high school diploma - some technical experience preferred. Technical school degree preferred.
- Additional on-the-job technical training will be required to learn products and services. (This will be provided by company.)

BASIC SKILLS AND PERSONAL QUALIFICATIONS REQUIRED:

- Individual is required to have the technical aptitude to ensure successful promoting of industrial products and services.
- Expected to have excellent interpersonal skills and be self-motivated
- Expected to be goal-oriented, competitive, and persuasive and have the ability to work individually and in a team environment.
- Proficiency at spelling, reading, writing, typing, verbal communications.
- Ability to read and comprehend technical information necessary for the job.
- Able to navigate Microsoft Office Pro programs.
- Must have effective problem-solving skills with a hands-on approach to daily operational procedures.
- Prior experience in some background of diesel engine applications a plus.
- Individual will be sitting about 60% of the work day, and 40% standing or walking.
- Individual must be able to carry 25 lbs. and climb stairs unassisted.
- Must have a valid PA driver's license and the ability to drive a variety of sales vehicles.

COMPENSATION:

- Salary and compensation package. Pay based upon an hourly rate. (TBD based on education and experience.)
- Sales activity transportation will be provided by company.

ADDITIONAL INFORMATION:

- Work hours – typically 40 hrs./week
- Employment with Stauffer Diesel, Inc. requires compliance with Personnel Policy Manual, both existing requirements and future requirements as amended from time-to-time.