

**Job Title:** Sales Account Representative

**Company:** Martin Technical, Inc.

**Location:** Arvada, CO

### **About Martin Technical**

Be part of a winning team that emphasizes quality and excellence in the field of industrial health and safety. At Martin Technical, we make facilities better, safer and more efficient by combining decades of expertise with today technologies and best practices. We are a privately held company based in Arvada, CO with a global presence and continuous growth.

We have opportunities open for individuals seeking a meaningful power engineering career in our Arvada, CO office. Our team members work in progressive office environment with opportunities that allow them to apply themselves in individual contributor roles or lead areas of the organization.

Learn more about us at [www.MarTechnical.com](http://www.MarTechnical.com)

### **Position Summary**

The Sales Account Representative will be leading sales in our new products division, and supporting our services division. Our new products include software / apps, books, and industrial products designed for safety and/or maintenance departments at plants and facilities. The position includes developing and supporting a national network of distributors in the safety and electrical industries, as well as selling direct to some of our end user clients. This position has strong opportunities for growth, leadership positions, as well as income earnings.

### **Primary Job Responsibilities:**

- Lead and manage sales cycle for our new products division and distribution network
- Develop and support distribution network for safety and electrical equipment distributors
- Position Martin Technical products, services, and technologies to key decision makers
- Sustain sales activities, appointments, demos, proposals, cold calls and database updates.
- Represent Martin Technical at national trade shows as well as at local organization events
- Support marketing and management with industry information and opportunities
- Support customers with technical questions and solutions
- Prepare Sales, Opportunity, and Forecasting Reports

### **Experience and Qualifications**

- Prior B2B Sales Experience preferred
- Professional presentation, sales and closing skills
- Competitive drive and self-motivated
- Excels in building new business and relationships
- Ability to work collaboratively and effectively in a team-oriented environment.
- Ability to influence, negotiate and gain commitment at all organizational levels.

- Demonstrated flexibility and adaptability; willingness to take risks and try new approaches.
- Proficiency using Microsoft Office (Word, Excel and Power Point) and ability to learn and become an expert at our software and app products.
- Technical aptitude
- Experience with distribution networks preferred
- Valid driver's license, background check and drug-screen required.

### **Education & Work Experience**

- Bachelor's degree from four-year college; or equivalent combination of education and related work experience.
- Previous sales experience, preferable in B2B
- Previous experience with mechanical, electrical or safety related services or products helpful

### **Location**

- Arvada, CO

### **Travel**

- 25% - 50% travel required / national

### **Position Type**

- Full Time / Regular
- Salaried + bonuses

### **Conditions of Employment**

Martin Technical is a Tobacco-Free Work Environment. Post-offer background check and drug screen required. Martin Technical will provide the Social Security Administration (SSA) and, if necessary, the Department of Homeland Security (DHS), with information from each new employee's Form I-9 to confirm work authorization as required by the State of Colorado.

Martin Technical is a Colorado corporation and your employment with the company is at-will and in accordance with Colorado State Law.

### **Equal Employment Opportunity**

Martin Technical provides a working environment free of discrimination and harassment. Martin Technical treats all persons equally, regardless of race, color, sex, religion, national origin, age or disability, as each is protected under federal law.