

**Job Title:** Inside Sales - Electrical Safety & Training Services

**Company:** Martin Technical, Inc.

**Location:** Westminster, CO.

### **About Martin Technical**

Be part of a winning team that emphasizes quality and excellence in the field of industrial 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 Westminster, CO with a global presence and continuous growth.

We have opportunities open for individuals seeking a meaningful career in service and program sales for our electrical safety & training services line. 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 Inside Sales position our Electrical Safety & Training Services at Martin Technical will serve as the primary point for electrical program sales including arc flash risk assessments, electrical audits, consultation, electrical safety & skills training and other related services. The position includes helping grow the existing business, providing consultation and quotes to clients, and being the primary contact on project through to completion. The job requires some travel (10% - 20%) to client sites for key account visits as well representing the company at tradeshow.

The job requires interacting with our engineering, electrical safety technicians, trainers, schedulers, marketing, and management to create successful programs and services for our clients. The position is based in our Westminster, CO office.

### **Primary Job Responsibilities**

- Sales and growth of Electrical Safety Services and Training.
- Customer interface and tracking of projects through to completion phase.
- Sustain sales activities, appointments, proposals and database updates.
- Site visits to key accounts to collect information for quoting projects.
- Prepare quotes and programs for clients.
- 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 and hunter mentality

- Ability to work collaboratively and effectively in a team-oriented environment.
- Proficiency using Microsoft Office (Word, Excel and Power Point) and ability to learn and become an expert at our software and app products.
- Good communication and writing skills
- Technical aptitude
- Valid driver's license, background check and drug-screen required.

Additional skills that are highly valuable include:

- Knowledge of NFPA 70E, NEC and industrial electrical equipment
- Knowledge or skill sets in other industrial safety services, such as lockout / tagout, confined space, job hazard analysis or machine safety.

### **Travel**

The job requires some travel (10% - 20%) to client sites for key account visits and trade shows. Occasional local market travel required.

### **Education & Work Experience**

- Bachelor's degree from four-year college; or equivalent combination of education and related work experience.

### **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.

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.

**Job Type:** Full-time

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