

Product Support Sales Representative – Emergency Vehicles (Part Time)

Department : Sales

Location : Carol Stream

Interstate Companies, INC. is a dynamic organization that provides rewarding careers for approximately 1,400 employees in its corporate office and five operating units- Interstate Assembly Systems, Interstate Bearing Systems, Interstate Industrial Systems, Interstate PowerSystems and I-State Truck Center.

Interstate PowerSystems is a distributor for Detroit Diesel Engines, Allison Transmissions, MTU-Engines, MTU Onsite Emergency Generators, Deutz Engines, Carrier Transicold Refrigeration, Waukesha Engines and Generators.

As we have since our founding in 1957 as one of the world's first Detroit Diesel Engine distributors, we continue to recruit career-oriented individuals who want fulfilling work and opportunities for professional growth. Our employees commitment to the company and its "Pride in Service" motto helps Interstates Companies deliver exceptional customer service every day.

PowerSystems is seeking an experienced Product Support Sales Representative (Emergency Vehicles). This position will actively promote product sales and service in the assigned territory.

Job Duties

- Secure orders from new and existing customers for department public works facilities
- Develop and maintain a relationship with the Illinois Fire Apparatus Mechanics Association
- Actively identify and develop new customer contacts to expand marketing share
- Assist customers in solving problems and providing technical support
- Ensure that customers are kept up to date regarding new product and service features and developments
- Establish and maintain relationships with facility managers and maintenance managers to promote Interstate PowerSystem products and service
- Act as a liaison between the customer and company as needed to ensure that the customer needs are adequately met

Desired Skills/Qualities

- Active / Retired Fire Service Member
- Awareness to the EVT Testing requirements and EVT Language
- Experience in Emergency equipment to include prior history of maintenance and repair
- CRM Software
- Contract review
- Ability to understand generator maintenance
- Exceptional interpersonal, leadership and communications skills
- Proven background in sales
- Must possess strong attention to detail
- Ability to travel overnight
- Work up to 3 days a week

Benefits

Competitive compensation
Company vehicle and cell phone
Generous benefits including insurance options
Flexible paid time off and Holidays

To apply, go to Interstate Companies, INC.