



Territory Sales Representative-Hersey

About the company:

Mueller Water Products is a leading North American manufacturer and marketer of infrastructure and flow control products for use in water distribution networks and treatment facilities. Its broad product portfolio includes engineered valves, hydrants, pipe fittings and ductile iron pipe, which are used by municipalities, as well as the commercial and residential construction, oil and gas, HVAC and fire protection industries. www.muellerwaterproducts.com

Hersey Meters

Hersey Meters Company was re-organized in August of 1999 as a subsidiary of Mueller. Mueller, originally organized in 1857, was founded out of a need for better ways to control the flow of water in distribution systems. In May of 2006, Mueller Water Products, Inc. became a publicly traded company. Hersey Meters is a division of Mueller Water Products and a leading manufacturer of water meters. www.herseymeters.com

Job Description:

This position reports to the District Sales Manager for their assigned region.

Primary Responsibilities:

Duties include, but not limited to, the following:

- Call on end product users, distributors, and municipalities to promote new and existing product lines and develop favorable specification position.
- Provide complete service to distributors and municipalities including: quotations, product training, technical and literary support, product complaint, inventory maintenance, and delivery issues.
- Perform product training for end users and distributors to promote advantages of Hersey product and enhance specification position.
- Develop cooperative relationships with key distributors and end user personnel to enhance product demand.
- Establish sales goals and specification objectives to meet company sales budget.
- Identify significant bid opportunities and provide complete project information, including price strategy.
- Provide after sales support, including warranty and claims management.
- Actively participate in trade organizations to promote Hersey Meters products.
- Continuously update end users database for territory.
- Provide District Sales Manager with monthly sales forecast and market overview.

Required Qualifications:

- A minimum of two (2) years outside sales experience with demonstrated success.
- Valid driver's license with a clean motor vehicle report (MVR).
- Ability to cover large geographical sales territory.
- Mechanical aptitude.
- Intermediate computer experience with particular proficiency in Microsoft Word, Excel, Outlook, and PowerPoint programs.
- Experience using a CRM.
- High level of outgoing interpersonal skills and ability to communicate effectively.
- Comfortable with public speaking engagements and the ability to deliver presentations to large (30+) groups of customers and other external contacts. Have ability to stand and give presentations for extended periods of time.
- Must be able to lift in excess of 40lbs. to maneuver products during demonstrations.

Desired Qualifications:

Previous work/sales experience in the water meter industry or related field (construction, piping, etc.).

Education:

Bachelor's degree, preferably in business, engineering, or communications-related field.

Compensation:

In addition to Mueller's standard benefit package, this position includes: Base Salary, a telecommute agreement from home office, company car, and incentive bonus/commissions.