



Job Title: Inside Sales Engineer

Job Description:

We are currently seeking a technical sales representative to work in the Nashville office. This person will be responsible for building strong working relationships with our outside Sales Engineers and Project Managers. This person will also communicate frequently with our manufacturing partners and external customers, which include mechanical engineers and contractors.

As Inside Sales Engineer, responsibilities include reviewing mechanical plans and specifications to quote large commercial HVAC projects, obtaining accurate pricing from manufacturers' computer programs, assisting outside Sales Engineers with the submittal process, and helping Project Managers with the purchasing process. A successful Inside Sales Engineer demonstrates a high level of responsiveness, enjoys continually learning about new equipment and systems and can effectively communicate technical information.

As proficiency in the role increases, growth opportunities include becoming an outside sales engineer where average annual incomes are well above traditional engineering careers.

Essential Functions and Responsibilities:

- * Assists co-workers and customers in answering technical questions pertaining to our products and systems
- * Accurately quotes large commercial projects
- * Develops good relationships with contractors, engineers and manufacturing partners
- * Gains extensive knowledge of HVAC systems
- * Capable of discerning which details are critical for a successful project
- * Participates in professional organizations related to the industry
- * Uses discretion and independent judgement when quoting projects
- * Occasionally lifts and/or moves up to 25 pounds

Benefits Offered:

- * Health Insurance Plan with medical, dental and vision coverage
- * IRA with matching company contributions
- * Paid time off
- * Company provided laptop and credit card for business use

Qualifications:

- * Engineering Degree
- * Excellent written and verbal communication skills
- * Excellent computer skills
- * Ability to work well in a team environment

Hiring Contact:

Charlene Leonard, csleonard@esolutionstn.com

624 Grassmere Park, Suite 25 • Nashville, TN 37211 • 615.502.2059

521 Lovell Road, Suite 206 • Knoxville, TN 37932 • 865.270.6111

<https://www.esolutionstn.com/>