American Geothermal was founded in 1981 to manufacture custom batchwater heating and cooling equipment for the concrete industry. Our mission is to build efficient and effective equipment for batchwater temperature control in the Concrete Industry.

Objective:

American Geothermal is accepting applications for a commission-based, business-to-business Equipment Sales Representative to join our Team in Murfreesboro, TN. With steady market growth and current market opportunity, American Geothermal is seeking an eager candidate to help grow our market share. Sales Representative should be results-driven, financially motivated and a self-starting problem solver who can prospect, cold-call and develop a clientele base to sell our specialized products and services.

Job Duties and Responsibilities:

- Identifying and prospecting new business opportunities.
- Establishing new accounts through calling, emailing and networking within the industry.
- Earning trust and building rapport with clients.
- Advising potential clients on unique product features and benefits.
- Performing market research, setting appointments and scheduling sales trips.
- Preparing sales presentations and technical information to educate potential clients.
- Attending and networking at conferences, trade shows and industry events.
- Listening to specific customer needs, problems and requests.
- Preparing proposals with customized solutions for end users.
- Providing unsurpassed customer service and following up with clients in a timely manner.
- Maintaining records on specific regions, customer information, project details or correspondence.
- Negotiating sales terms and contracts.
- Ensuring customer satisfaction before, during and after the sale.
- Working independently with minimal supervision.
- Integrating with internal departments to meet organizational goals.

Skills and Qualifications:

- Superior written and oral communication skills
- Self-confidence in speaking with clients.
- Self-motivated and problem-solving attitude.
- Ability to adapt to specific customer complaints or objections.
- Aggressive follow-up, territory management and closing skills.
• Outside business-to-business sales experience (within the Concrete Industry is preferred).
• Experience working at a concrete production plant is a plus.
• A high level of business acumen, strong work ethic and willingness to learn.
• Meticulous with numbers with strong algebraic skills.
• Skillful in Microsoft Word and Excel.
• Excellent record keeping and documentation skills.

Requirements:
• 4-year college degree or equivalent experience in a related field.
• Familiarity with concrete plant operations and quality control practices.
• Basic understanding of sales principles and customer service practices.
• Must have transportation, a valid driver’s license and a clean driving record.
• Traveling is required. Typically two trips per month.

Management Support and Expectations:
• In joining American Geothermal’s Sales Team, you will report directly to the Equipment Sales Manager. The beginning of your employment will start with in-depth training on our products and services. Throughout your employment, you will work closely with our in-house engineering, design and production team to develop customized solutions for your clients.
• American Geothermal requires that you act as an ambassador for our organization at all times. You are the face of our company to industry, competitors and potential clients. We ask for honesty and transparency between our organization and your clients. It’s imperative that your display of action clearly aligns with our organizational goals.

Compensation Structure:
• Straight-Commission Only. Paid monthly with uncapped potential.
• Draw against commission available.
• Benefits package includes Health, Dental, Life, Disability, Vision and Simplified Employee Pension Plan.
• Mileage reimbursement and cell phone allowance.

How to Apply:
• Email Cover Letter and Resume to n.judkins@amgeo.com
• For more information contact Nick Judkins at (931) 247-2080.