



## **TECHNICAL SALES/APPLICATIONS TECH**

Posted Date: January 1, 2023

Closing Date: Until Filled

---

Colmac WaterHeat, a division of Colmac Industries, designs and manufactures commercial water heaters utilizing heat pump technology.

### **PRIMARY DUTIES**

Promote long-term relationships with customers, dealers, and consultants

- Obtain a proper understanding of customer application requirements and ensure proper selection, and qualification of Colmac products with customers.
- Ensure customers have proper product selection tools and literature and assist in qualification testing with the customer.
- Train and assist building design firms, engineers, and architects and manufacturers' representatives in the application process and product capabilities.
- Generate quotes and support equipment sales activities with a technical knowledge base.
- Coordinate technical decisions and activities with internal technical resources.
- Troubleshooting through coordination with customer facilities and field installations.
- Monitor Colmac products are being properly handled, installed, and operated by assisting customer system start-ups.
- Manage regional accounts.
- Assist with marketing and develop competitive advantage presentations.
- Startup of new equipment, training end users and troubleshooting integrated building systems.
- Work with R&D to bring customer requests to market.
- Other duties as needed.

### **REQUIREMENTS**

- Technical experience.
- Mechanical and electrical aptitude.
- Positive attitude, ability to work independently and on a team with good communication skills.
- Initiative and ability to lead/drive process improvements.
- Ability to balance the pressure and demands inherent to sales including sound judgment in handling important situations.
- Experience with the Microsoft Office Suite.
- Ability to travel.

### **BENEFITS**

- Full time position, \$55k-75k per year depending on experience
- 401(k), medical/dental
- Paid vacation
- Incentive program

If interested in joining us in Colville, WA, send your resume to Mike Harper, Colmac Industries, Inc. at [mike.harper@colmacind.com](mailto:mike.harper@colmacind.com).