



Joseph M. Day Company

Position Title: **Service and Equipment Sales Engineer**

Overview:

Achieve maximum sales profitability, customer base growth, and existing account support and maintenance for the Joseph M. Day Company division by effectively selling Joseph M. Day Company boiler and combustion system services and equipment.

Primary Responsibilities:

- Promote/sell/secure orders from existing and prospective customers through a relationship-based approach and consultative selling. Position themselves and Joseph M. Day Company as the boiler and combustion system users “trusted advisor”.
- Demonstrates value of Joseph M. Day Company products and services to existing/potential customers and assists them with application and selection of the best suited services, equipment and related systems solutions for their boiler and combustion system needs.

Detailed Responsibilities:

- Establish, develop, and maintain business relationships with current and prospective customers in the greater Michigan boiler market generating new business for Joseph M. Day Company’s boiler equipment, systems and services.
- Make telephone calls and in-person visits and presentations to existing and prospective customers.
- Research sources for developing prospective new customers and information to determine their potential.
- Develop clear and effective written proposals and quotations for current and prospective new customers.
- Expedite the resolution of customer issues, problems, or complaints.
- Coordinate sales effort with marketing, business management, engineering, accounting, production and JMDC field service groups.
- Create and manage key account plans for existing customers highlighting profile, share and value opportunities.
- Create and manage new business development plans for targeted accounts.
- Develop knowledge and expertise of JMDC product and service offerings.
- Understand application, operation and best uses of JMDC product and service offerings.
- Identify advantages and compare Joseph M. Day Company products/services to those of competitors.
- Plan and organize personal sales strategy by maximizing the Return on Time Investment.
- Provide management with oral and written reports on customer needs, problems, interests, competitive activities, and potential for new products and services.



Detailed Responsibilities: Continued

- Work with existing /prospective customers and Michigan Energy suppliers (Consumers Energy, DTE Energy, Etc.) to plan, implement, and successfully leverage energy rebate incentive programs.
- Keep abreast of product and application trends, technical services, market conditions, competitive activities, advertising and promotional trends through the reading of pertinent industry literature and consulting with marketing and technical services in these areas.
- Participate in appropriate trade shows and conferences when appropriate.

Reporting:

- This position Reports directly to the Joseph M. Day Company Group Manager.

Qualifications:

- Must possess minimum of 3 – 5 years industrial combustion / boiler sales experience in the Michigan market, preferably with medium to large commercial and industrial customers.
- Bachelor of Science – Mechanical Engineering degree (Preferred); Or, equivalent work experience in the commercial / industrial boiler and combustion sales and service industry.
- Demonstrated aptitude for problem-solving; ability to determine solutions for customers (consultative sales approach).
- Must be results-orientated and able to work both independently and within a team environment.
- Must possess excellent verbal and written communication skills.
- Proficiency in using Microsoft Office Suite applications.
- Valid driver's license and good driving record

Other Expectations:

- Position is in Saginaw, MI. It is expected candidate will reside within the greater Great Lakes Bay Region / Saginaw, Michigan area.
- Support other divisions within the Company, when appropriate.
- Travel – approximately 70% of the time out of the office. Most travel is local to Michigan and typically does not require an overnight stay. There will be on occasion be travel to northern and western Michigan, as well as out of state travel that may necessitate an overnight stay.
- Must be team player and possess exceptional time management and organizational skills.
- Excellent verbal and written communication skills.
- Positive attitude and ambition to succeed.



Compensation / Benefits:

- Competitive Base Salary, based on skills & experience, plus incentives
- Health Insurance, Blue Cross Blue Shield of Michigan
- Long Term Disability, Sun Life Assurance Company of Canada
- 401k plan with a company match
- Flexible Spending Plan (Section 125)
- Up to 2 weeks Personal Time Off (PTO), earned during first year of service
- 4 weeks PTO per year, earned annually after first year of service
- Observed Company Holidays
 - New Year's Day
 - Good Friday (half day)
 - Memorial Day
 - Independence Day
 - Labor Day
 - Thanksgiving (Thursday and Friday)
 - Christmas Day
- Company cell phone with data plan and laptop computer
- Vehicle allowance

Company Culture:

Dedicated to customer service, Joseph M. Day Company's work environment encourages creativity and innovation. A highly responsive customer focus fosters an entrepreneurial spirit with a talented staff that collaborates to provide the best solutions for our customers. As a family owned business, the family's core principles of honesty and integrity form the basis for profitable growth.

Successful Joseph M. Day Company team members are reliable, responsible, hardworking individuals with positive attitudes. We serve a diverse market through extensive experience in combustion systems and application engineering provided through the company's divisions.

The work is challenging and rewarding for all team members, encouraging each member to extend their skills beyond their immediate assignment and responsibility. Joseph M. Day Company offers employees the opportunity to wear multiple hats and grow personally and collectively to enhance the performance and growth of the company.