

**TECHNICAL FIELD SALES  
TOTAL VALVE SYSTEMS  
*Email Resume to*** [*hr@totalvalve.com*](mailto:hr@totalvalve.com)

Well-established Valve Company with offices in   
Oklahoma, Nebraska and Texas seeking experienced technical field sales   
candidates.

*Total Valve Systems has been in operation since 1983.  
We engineer, sell, and service products that measure and control flow, pressure, level, etc.   
to multifaceted businesses.*

**Job Title**

* Technical Field Sales – Total Valve Systems

**Job Details**

* Direct sales of  valves, parts and services for key accounts
* Provide technical support for key accounts
* Engage in team sales efforts of all products and services for key accounts
* Be technically and commercially proficient in the sales and service of products.
* Create and meet sales forecasts
* Collaborate with sales and customer service personnel in developing quotes
* Maintain updated customer contact information
* Maintain current knowledge of features and benefits of competition
* Timely submission of all required reports
* Use good judgment in incurring company expenses
* Attend sales meetings and training as required
* Assist in collections when necessary
* Participate in 24/7 on call rotation for service emergencies

**Experience**

* 5+ years related industry experience

**Education**

* 4-year technical engineering degree or equivalent in industry experience

**Qualifications**

* Must be able to work & travel in Non Smoking environment
* Must have proper employment identification
* Pass physical and random drug testing
* Clean DMV & Valid driver’s license
* Reside in territory (no exceptions)

**Skills and Requirements**

* Exceptional candidates of high character and integrity
* Neat, clean, detail oriented, and quality conscious
* Self-motivated, initiative, meets deadlines
* Excellent organizational and prioritization skills
* Strong communication, writing, and computer skills (Word, Excel, Outlook, Power Point)
* Must have verifiable employment and references
* Proven track record of success in same or similar industry

**Benefits & Compensation**

* Comprehensive benefits package
* 401(k) Profit Sharing, EAP
* Mileage reimbursement for sales calls
* Draw against commission, unlimited income potential