

Sales Specialist - Measurement Resources

Primary Location: Home Office; Travel to branch locations as needed; location west of the Mississippi is preferred, but other regions will be considered.

Reports to: Director- Measurement Resources

Description:

A leader in the natural gas industry since 1976, GROEBNER is a distributor and manufacturers' representative focused on natural gas companies and contractors within the U.S. Now third generation led, we are proud to be family owned and operated for more than 45 years. Team GROEBNER has more than 650 years of combined industry experience and focuses every day on providing safe, reliable products, training, and services to our customers in support of their ever-changing needs.

Summary:

This position will be responsible for helping to manage Measurement product sales for GROEBNER and supporting all divisions of GROEBNER in both technical and sales efforts. The Sales Specialist - Measurement Resources will help develop new sales programs to promote new sales and growth opportunities as well as increase sales in new and emerging products. This will be a hybrid role that will be customer facing as well as some in office administrative work. Travel will also be required to build relationships with both our customers and suppliers.

Measurement Resources Responsibilities:

- Lead development and coordination of measurement related product lines and services
- Collaborate with GROEBNER sales force to prioritize goals and opportunities
- Provide training sessions for our customers and sales force on measurement products and services
- Act as key point of contact with vendors for measurement related products
- Collaborate with the Leadership and Sales teams to establish and recommend sales strategies and services
- Prioritize opportunities within the products that we represent to realize the largest positive returns possible
- Analyze opportunities for further related product lines and services to ensure a fit within GROEBNER
- Provide internal and external customer service and sales support on all product lines
- Prepare quotes, provide product information, resolve customer concerns, investigate order entry/shipping/invoicing errors, expedite shipments, and maintain open order reports
- Purchase and/or transfer products to meet customer delivery timeframes
- Read schematics and charts to determine needed products
- Assist the rest of the GMR team with customer facing reports & follow up
- Work with our GMR manufacturers on reporting and communication
- React with high sense of urgency to customer needs as they arise
- Conduct joint sales calls with Territory Managers to show a high level of support to our customers
- Perform other duties as assigned

MINNESOTA

21801 Industrial Blvd.
Rogers, MN 55374

ILLINOIS

450 Fenton Lane, Suite 902
West Chicago, IL 60185

KANSAS

19935 West 161st St., Suite A
Olathe, KS 66062

TEXAS

5000 Kaltenbrun Rd.
Fort Worth, TX 76119

Qualifications:

- High School Diploma or GED required
- Associate or bachelor's degree in related field preferred
- Minimum of three years related experience and/or training required
- Experience working with gas measurement products preferred
- Must have a valid driver's license with acceptable driving record
- Must be available to travel by vehicle and/or airplane frequently

Skills:

- Excellent verbal and written communication skills
- Strong organizational skills
- Strong problem-solving and analytical skills to interpret sales performance and market trends
- Positive mental attitude
- Proficiency in Microsoft Office Suite
- Professional presentation skills

Abilities:

- Ability to perform in a professional manner
- Ability to manage multi-functional tasks
- Ability to navigate complex business scenarios
- Ability to speak effectively before groups of customers
- Ability to motivate team members in the organization
- Ability to read and interpret documents such as safety rules, operating and maintenance instructions, and procedure manuals

Working Environment:

- Requires approximately 50% travel, with a significant portion involving out-of-state assignments to support business needs
- Must be able to sit, walk or stand for extended periods
- Must be able to travel for business related matters as they arise
- Must occasionally lift and/or move up to 40-50 pounds

Note: The above information on this job description has been designed to indicate the general nature and level of work performed by employees within this classification. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities and qualifications required of employees assigned to this job. Duties, responsibilities, and activities may change at any time with or without notice.