



## **Technical Sales Representative**

Want to be part of a fast-growing, high-tech company that is launching new products nationally and experiencing exceptional growth for themselves and their high performing employees? Enjoy traveling and meeting new people, want the ability to work independently with the opportunity to enhance your career and achieve real results?

*Then, Truma has a place for you!*

### **Who We Are:**

Truma is a leading international manufacturer of highly developed heating and water heater systems, as well as comfort accessories for travel trailers and motorhomes. Our global success and top market share come from our customer focus, innovation, product quality and outstanding service. Truma is a medium-sized, family-oriented company with over 600 employees globally and a long history going back more than 70 years.

### **What We Offer:**

Exciting entrepreneurial, family-oriented work environment with flexible work/life balance schedules

Challenging and progressive career development

Competitive salaries, travel mileage reimbursements, and excellent health benefits

Simple IRA with Company Match

Best practice PTO policies and paid holidays

Open communication, informal recognition, and team-building events

And much more to motivated, results-oriented individuals who want to make a real difference in their community and role

### **What You'll Do:**

As the Technical Sales Representative, you will plan, prioritize, and execute on sales initiatives to meet or exceed annual goals.

### **Your Accountabilities in the Role:**

1. Plans, prioritizes, and executes on sales action plans/initiatives to grow existing customers and add on new customers through making calls, networking, establishing appointments, and following through that will enhance sales to meet or exceed sales goals.
2. Builds long term relationships with customers through continual "check-ins", appointments, and some after-hours activities to maintain the business.
3. Sets priorities and a calendar plan to use time wisely and to make appointments on time with the enthusiasm to make things happen!
4. Researches technical and competitive product information to inform, provide suggestions, and help with the prototype and selling process.
5. Provides continually education around the Truma products to build the brand and awareness of the high-quality product lines.



6. Attends community events, trade shows, and other activities to effectively market, promote, and place Truma as a key partner in the US RV industry while maintaining current business.
7. Interfaces and supports other areas of the business to provide a holistic, customer-focused approach.
8. Continually enhances individual consultative and comparison selling skills/techniques through research, training, and other development methods.

*The job criteria may include other duties, responsibilities and activities, which may change or be assigned at any time with or without notice.*

**Position Requirements:**

- A. **Education:** Requires a bachelor's degree in Sales, Marketing, Business, or a related technical field preferred; will consider other higher-level education/training above high school in Sales, Business, Engineering, or other similar areas.
- B. **Experience:** 2+ years of experience in B2B consultative selling preferred yet will train the right person with Inside Sales or similar influencing background. Experience in a related RV component industry or other technical component business is preferred.
- C. **Certifications:** N/A
- D. **Functional Skills:** Strong influencing, time management, planning/prioritizing, and organizational skills are essential.
- E. **Technology Skills:** Intermediate PC/device skills to maintain daily details in the CRM system to continually manage the selling cycle and provide excellent customer service and follow up.
- F. **Language Skills:** Excellent verbal, written communication with professional presentation of themselves and the products.
- G. **Leadership/Behaviors:** Self-driven with proven achievement in exceeding job expectations or driving goals; high level of relational, influencing, and networking skills. Can learn technical information quickly and apply to sales presentations and trainings.
- H. **Culture Match:** Professional in appearance, reliable and able to work within a close team while possessing individual accountability for the role is key.

**Contact us today and learn more about the Truma Family and how we can enhance Your Career!**

Email: [careers@trumacorp.com](mailto:careers@trumacorp.com)

**We are an Equal Opportunity Employer**