



**About Us:**

Scalise Industries, a wholly-owned subsidiary of EMCOR Group, Inc., is a premier single source provider of mechanical, electrical and fire protection construction services in Pennsylvania. From testing and servicing to complex construction projects, Scalise utilizes their extensive expertise, trade knowledge, and resources to provide clients with integrated construction solutions that help them stay competitive in today's market.

**Job Title:** -- Maintenance Sales Representative

**Salary Type:** -- Base Salary Plus Commission Incentive Plan

**Sales Territories:** Western Pennsylvania

**Job Summary:**

Scalise Industries has an immediate need for a Maintenance Sales Representative to redeem annual booking plan in assigned markets and territory primarily in Western Pennsylvania with approved pricing standards.

This position's primary goal requires the ability to seek out and gain a formal meeting with decision makers for CFOs to discuss Scalise Industries' abilities to save money on their energy spend relative to their building mechanical systems. With our tailored sales process, this candidate will be able to meet the needs of the customer thus creating a valued relationship with the customer built on trust and not on price.

If you possess the same values we seek, you could be our next Maintenance Sales Representative! Conquer this role's skill set and open the door to new career opportunities with the Scalise Industries' Team!

**Essential Duties and Responsibilities:**

- Develop prospects within assigned market/territories; promptly follow-up assigned leads with consistency.
- Identify appropriate prospects, set appointments, make effective qualifying sales calls and manage sales cycle to close sales using our specifically tailored sales process.
- Prepare professional, complete, concise and accurate reports, proposals, booking packages and other documentation as required for executive level presentations.
- Build and maintain harmonious working relationships within EMCOR Services Scalise Industries and maximize opportunities.
- Build energy spend analysis for customers to show value to customer.
- Maintain contact with customers on quarterly basis with in person visits to ensure value of relationship and discuss additional work needs.
- Weekly calls/reporting to Sales Manger on sales activity.
- Bi-weekly meetings at Corporate Office.
- Perform other duties as assigned by Sales Manager. Job duties may be modified at any time.

**Qualifications:**

- High School Diploma/GED. College education preferred.
- Experience in cold calling and setting appointments with decision makers preferred.
- Sales experience preferred.
- Mechanical industry experience not required, but mechanical intelligence is helpful.
- Ability to qualify prospects and close sales including cold calls and walk in cold calls to customers.
- Ability to sustain required sales activity along with the drive to manage sales cycle to close.
- Strong interpersonal and relationship skills.
- Strong communication skills.
- Must be able to travel over 75% of the time.

**We offer our employees a competitive salary and comprehensive benefits package and are always looking for individuals with the talent and skills required to contribute to our continued growth and success. EOE M/F/Vet/Disabled**