



Service Technician/Sales Representative

PURCO2 Division, Madison Area

The Service Technician/Sales Representative is primarily responsible for acquiring new customers and maintaining an assigned territory of existing customers. They are also responsible for providing outstanding customer service, working with sales staff and management to schedule installations and contributing to overall departmental success.

Educational and Skills Requirements:

Two year degree in business or marketing or equivalent experience. Thorough understanding of general sales operations. In depth understanding of account management skills and customer service philosophies. Familiarity with industry specific and related installation tools and processes. General knowledge of basic accounting. Outside sales experience preferred. Excellent customer service skills required.

Primary Responsibilities:

- Acquire new customers in the retail gas market and actively sell products and services
- Work with existing customers and provide exceptional customer service and follow through
- Analyze territory and establish a plan for expansion of customer base
- Initiate relationships with new customers and vendors
- Perform CO2 system installations
- Responsible for service and repairs at customer sites
- Maintain and project the professional reputation of MWS through all professional interactions

Physical Demands:

- Regularly required to lift up to 75 pounds and move products or materials weighing 100+ pounds with the assistance of material handling equipment
- Regularly lift 75 pound cylinders on/off skids as needed (manipulate/dead lift of weight)
- Frequent kneeling, bending, pushing, pulling and lifting
- Regularly work outdoors under all weather conditions
- Manipulate full cryogenic liquid cylinders manually

Travel and Scheduling Requirements:

- Daily out of town travel to service the MWS market area
- The ability to work 8 or more hours per day per business demand
- Intermittent weekend work per customer and business demand
- Out of town and overnight travel for customer projects per business demand, general training and service schools

APPLY NOW

Complete the [Employment Application form](#) and upload to the [Apply Online webform](#).

Or, pick up an application at the Madison store, 4525 Pflaum Rd., Madison, WI