



Outside Sales/New Business Development

Rieck Services – Cincinnati, OH

Position Summary

This position will be calling on the top decision makers within a commercial facility to discuss Rieck's ability to save them money on their owning and operating costs. It entails being able to "paint a picture" and becoming a consultant to the "needs" of the customer. We are driven to successful business relationships through value not price!!! We are looking for the same values in our next successful sales representative.

Essential Duties

- Consistent cold call activity at the decision maker level.
- Executive level presentations.
- Building financial and life cycle analyses to quantify value from the customer's perspective.
- Proposal generation and presentation.

The primary requirements for this position is possessing first call experience. This position conducts phone cold calls and walk in cold calls to commercial customers with the objective of setting a formal meeting with the decision makers of the facility.

Minimum Requirements

The individual we are seeking must possess a demonstrated record of success in selling services or other intangible offerings.

- Technical knowledge in the HVAC industry is *NOT a requirement*; however, a mechanical aptitude is helpful.
- Must be self-disciplined, results driven and accustomed to winning sales awards through consistent high performance.
- Leadership character along with the desire, ability and skills to manage the entire sales cycle is essential.
- Success in this position can lead to management opportunities.
- Bachelor's degree desired.
- 3 plus years business to business sales experience.

Base Pay Range: \$50,000-\$75,000

Commission: \$10,000-\$25,000 (first year potential)

Total Comp: \$60,000-\$100,000 (first year potential)

Additional Proficiency Qualifications:

- Valid Driver's License
- Candidates must also complete a satisfactory behavioral profile assessment, drug screen and a satisfactory background check.

Rieck Services is an EEO Employer. Rieck Services is a Drug Free Workplace; therefore, all employment is subject to prior drug screening and random screening thereafter.