



**GRISWOLD
INDUSTRIES**



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Area Sales Manager (Inland Empire)

Opening Date: 03/01/2021

Job Summary:

Griswold Industries dba Cla-Val is accepting applications for an Area Sales Manager. Under general supervision, develops and manages implementation of marketing and sales strategy within assigned territory; develops, monitors, and assists sales agents in initiating leads and prompting and closing sales and servicing accounts; and performs related duties, as assigned.

Examples of Duties and Responsibilities

- Determines appropriate sales contracts and frequency and timing of sales calls to be made;
- Makes sales calls;
- Maintains contact with consulting engineers to develop interest in products and furnish detailed specifications to enhance consideration for projects and bids;
- Teaches engineering and service seminars for engineers, contractors, and end users;
- Works with resale and Original Equipment Manufacturer accounts to provide pricing, applied discounts, literature, product applications, technical assistance, service, trouble-shooting assistance, and training;
- Maintains job report files and follow-up bid records and discusses with resale accounts and engineers to point out company's product advantages as compared with the competition;
- Prepares product specifications for special orders;
- Performs start-ups, warranty service, and special application assistance for end users and contractors.
- Attends trade shows and displays company products with cooperation of local representatives and arranges to share expenses when possible.
- Obtains information concerning product pricing and trends;
- Trains and develops new company sales personnel;
- Logs sales calls and prepares expense reports;
- Coordinates communications between customers, design engineers, contractors, inside sales, accounting, manufacturing, and other company representatives;
- Inspects facilities to determine valve applications;
- Initiates changes, corrections, new requests for literature, pricing, requests, engineering specifications, data, applications, and products;
- Locates, contacts, and documents all prospects and competitive data;
- Attends and reports upon professional association meetings;
- Implements market strategic plans in assigned territory;
- Achieves sales quotes and manages budgetary expenditures;
- Investigates and resolves problems and errors regarding shipping, damaged items, warranties, credits, discounts, pricing, and past due accounts;
- Regular punctuality, attendance, and absence reporting in conformance with company policies is essential to the successful performance of this position; and

- Fully comply with company rules, policies, procedures, and safety guidelines to ensure safe and effective operations.

QUALIFICATIONS GUIDELINES:

Any combination equivalent of, but not limited to, the following:

Experience/Training/Education:

Thorough sales and sales management experience; considerable training in company products and applications; equivalent to a bachelor's degree in sales, marketing, or a related field; trained in Cla-Val service school; trained in company administrative personnel and sales policies and procedures.

Knowledge/Skills/Abilities:

- Thorough knowledge of marketing and sales principles and techniques;
- Considerable knowledge of mechanical and hydraulic principles;
- Considerable knowledge of engineering and hydraulic principles as applied to valves, pumps, motors, and other components;
- Able to develop and present training programs;
- Considerable knowledge of company and competitor products, field applications, and technical specifications;
- Thorough knowledge of sales and customer relations practices and principles;
- Some knowledge of computer and electronic communications for electronic valve control;
- Able to trouble-shoot and solve basic field operations associated with company products;
- Able to develop and make effective sales presentations;
- Able to disassemble, reassemble, and adjust automatic control valves and backflow prevention assemblies;
- Able to quote pricing and delivery dates;
- Able to analyze market and determine customer product needs;
- Able to read and interpret engineering drawings, schematics, and blueprints;
- Able to service and repair valves;
- Able to plan, schedule, organize, and prioritize work and delegate responsibility; and
- Able to establish and maintain effective relationships with sales, office, and warehouse staff and management, engineers, distributors, end users, contractors, and governmental representatives.

Physical Requirements:

- Able to bend, stoop, reach, walk, climb, stand, lift, move, and carry materials and products in performing field warranty and service work and in showing product samples;
- Must be able to stand for extended periods of time;
- Must be able to climb if required to access valve equipment locations;
- Must be able to walk for extended periods of time and distances to access customer installations;
- Must be able to access and work in confined valve service installation and service areas;
- Able to safely operate a motor vehicle; and
- Ability to perform essential functions of the job, as defined;
 - Reasonable accommodations provided upon request

Special Requirements:

- Able to travel on company business as required;
- Must currently reside within Sales Territory;
- Possession of valid Driver License, and;
- Acceptable driving record.

Company Overview

Since 1936, Cla-Val has been a leading manufacturer of automatic control valves, serving customers throughout the world. Our commitment to excellence shows in each valve we manufacture and in the many new products we introduce each year. Main industries served include Waterworks; High Rise Building Fire Protection; Offshore Fire Protection: Aviation Fueling; Marine; Mining and Industrial. Visit www.cla-val.com for a comprehensive product overview, a summary of our capabilities and services and access to hundreds of technical documents.

Website	http://www.cla-val.com
LinkedIn	https://www.linkedin.com/company/cla-val/
Industry	Mechanical or Industrial Engineering
Headquarters	Costa Mesa, CA
Type	Privately Held
Founded	1936
Specialties	Valve Manufacturing

How to Apply

To apply, please visit: www.cla-val.com/careers.