



Technical Sales Representative

This role is located in Elkhart, IN.

Want to be a 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 about 600 employees globally and a long history going back more than 60 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 benefit reimbursements
- 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 Sale Representative, you will develop, grow and maintain customers through consultative selling and technical customer support to meet the sales and profit goals for the business.

You're Accountabilities in the Role:

- You will research and analyze market trends, while partnering with the Head of Sales, to develop and execute a sales plan for the region that will attain new sales growth within the North America OEM market.
- You will manage new and existing accounts by building effective relationships, providing ongoing customer support, and enhancing the sales volume (where possible).
- You will provide customers with technical training and information on the systems, while keeping the customer abreast of new product developments which will provide solutions for the future.
- You will influence various decision makers during sales calls and prototype installations (i.e. sales, engineers, purchasing, key management, etc.) around the key attributes and high-quality systems of Truma, to consistently gain new business.
- You will assist with some mechanical/technical issues during prototyping and follow-up, as needed, to be a direct resource for the customers.
- You will actively participate in trade shows and customer events to effectively market, promote, and place Truma as a key partner in the RV industry.



Position Requirements:

- **Education:** A Bachelor's degree in Engineering or other similar field is preferred; will consider a combination of coursework and experience in a Technical or Mechanical field, preferably within the HVAC or related industry.
- **Experience:** 2-3+ years of B2B consultative selling in a related HVAC or component industry preferred; will also consider other high-end quality, higher price technical product industries, focused on luxury or quality.
- **Certifications:** HVAC or Higher Technical / Mechanical Certifications would be a plus but not required.
- **Functional Skills:** Strong technical or mechanical aptitude is needed to engage and collaborate with Technical or Engineering related teams. Ability to analyze and research market/customer trends to maximize on selling opportunities and sales growth; strong project management and planning skills with an ability to follow up timely with potential customers/leads within a longer sales cycle is needed to be successful in this role. The ability to understand production requirements, pricing levels and the product life cycle is also needed to participate in forecasting and annual planning initiatives relative to your markets and customers are also important.
- **Technology Aptitude:** Intermediate PC/device skills are required to maintain daily details in the CRM system
- **Communication Skills:** Excellent verbal, written communication skills required, with the ability to present to groups.
- **Leadership skills/Behaviors:** Excellent relationship/networking skills, are needed to influence customers on product attributes for sales growth.
- **Core Values:** Excellent customer focus, quality and safety minded, self-starter for time management, professional, and goal-oriented are also important attributes for this role.

Other Important Information:

Salary: Salary is commensurate with proven expertise.

The position is also bonus eligible. *And, the compensation will grow as the team member grows!*

Reports To: Sr. VP Business Development

Direct Reports: N/A

Travel: 40-50% throughout North America with some International travel

Work/Environment: Ability to lift up to 50 pounds is required for this role.

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

Email: michelle@myhrcgroup.com or **Contact:** 574-309-8871

Visit our website at: www.truma.net

We are an Equal Opportunity Employer