



## **ADVANCED FILTRATION CONCEPTS, INC.**

### Outside Sales Engineer

#### **Position details**

You will be responsible for the sale of industrial and HVAC air filters and installation services within various markets (hospitals, universities, commercial buildings, museums, clean room facilities, manufacturing facilities, power plants, etc.) by developing relationships with new and existing customers through personal meetings, presentations, etc. Turn in weekly call reports (Excel spreadsheet). Maintain teamwork with all inner office staff to facilitate problem solving and provide good customer service.

#### **Qualified candidates must have**

- 1-5 years experience in HVAC and/or GT power industry sales
- Engineering degree/equivalent technical experience or a minimum of 1 – 5 years related sales and/or engineering experience (ability to comprehend and retain technical information)
- Ability to communicate effectively, both orally and in writing, with a wide variety of customers and company personnel
- Strong verbal and interpersonal skills
- Consistent achievement of goals and forecasts
- Strong mechanical aptitude is desired
- Demonstrated ability to persevere over an extended period of time, overcoming significant obstacles to achieve an objective
- Ability to thrive in a fast paced environment while adapting to change
- Computer literate and efficiency, ease and comfort communicating via email
- Proficiency in Microsoft applications (i.e. Word, Excel, Outlook, etc.)
- Problem solving/conflict resolution and negotiation skills

#### **Benefits/Salary**

Advanced Filtration Concepts provides their representatives with a generous benefits package including job security (of great value in today's economy), medical, dental, commission plus base. Details regarding base and commission will be discussed during the interview process. Although AFC's office hours are 8:00 a.m. to 4:30 p.m., Monday through Friday hours for Outside Sales Engineer are flexible as majority of the work will be done off-site (customer visits, sales calls, etc.).

#### **To Apply**

Email your resume as an attachment (Word.doc) to [jobs@advfiltration.com](mailto:jobs@advfiltration.com);  
**PLEASE include code: AFC-OTSLS** in subject line

#### **About us**

In business since 1997, Advanced Filtration Concepts is a Distributor and Manufacturer's Representative for Industrial, GT and HVAC Air Filters. Our filters are used in applications such as Hospitals, Universities, Government Facilities, Museums, Airports, GT Power Plants, Commercial Buildings and others. With over 30 years of experience, AFC is the largest stocking distributor of industrial air filters in Southern California and is the only air filter distributor with an innovative in-house marketing department. Our growth has been phenomenal over the past decade. Please visit our website: [www.ADVfiltration.com](http://www.ADVfiltration.com)