



## Career Opportunities

### Hydronics Specialist

A career at PMSI has never been so rewarding! We are a family owned manufacturer's representative that embodies the work hard play hard mentality. PMSI offers health / dental / vision insurance, company matching sponsored IRA program, yearly performance bonus and paid vacation. The Hydronic Specialist position is an opportunity to become an industry expert for the HVAC, Plumbing & Commercial plumbing market. PMSI will build on your engineering background by providing product and system training. You'll work as a part of our Estimating Team to deliver cost competitive solutions to our customers, and be a resource for design engineers. You will build professional and personal relationships that will last a lifetime. Every day brings a new set of challenges and opportunities.

#### Primary Job Duties:

- Function as a part of the Customer Service / Inside Sales Team.
- Read plans & specifications to compile an informative and complete quotation for mechanical contractors and wholesalers.
- Meet quotation deadlines as determined by customer.
- Work with our manufacturers to provide specialized product quotes based on customer needs.
- Provide equipment selections for engineers/contractors/wholesalers.
- Assist our distributor partners in selling our hydronic products.
- Develop the ability to train contractors, engineers and distributors on our hydronic products.
- Assist in project start-up activities and off-site technical troubleshooting as needed.

#### Secondary Job Duties:

- Inside Sales
- Providing expertise in all product lines.
- Assisting customers with equipment selection and system design.
- Assisting in parts calls for all equipment lines.

#### Requirements & Skills:

- Excellent Communication skills both written and verbal.
  - The ability to present products in a group environment (*for training purposes*).
  - General computer experience with MS Outlook, Word, Excel CADD (*or drafting software*).
  - Working knowledge of plumbing and hydronic systems, equipment and applications or the ability to learn.
  - Statistical and analytical knowledge using general business and math skills.
  - Ability to prioritize tasks according to company goals and objectives.
  - The physical ability to lift and carry a minimum of 50 lbs.
  - Technical ability to gather customer requirements and propose appropriate products and/or solutions.
- The ability to articulate recommendations for workable solutions for a building hydronic system.

#### Education:

- High School Graduate, however College level education is preferred.

#### Experience:

- Full-Time, 3 years of experience of plumbing products and systems (*hydronic experience is a plus*).

#### Salary:

- Base Salary plus annual bonus incentives based upon meeting performance related goals.