

Join the Mazzei Injector Company Team

JOB TITLE: Inside Sales Engineer

WORK LOCATION: Bakersfield, CA

JOB DESCRIPTION:

Responsible for inside sales and support to outside sales team including design product/system selection and costing of proposals. Essential responsibilities consist of:

- Achieve in-depth knowledge of all Mazzei products/systems and applications.
- Provide technical assistance to customers, distributors and distributor's customers.
- Handle select incoming sales inquiries related to troubleshooting issues and process questions.
- Qualification of leads generated through various sales and marketing activities.
- Track market trends through interaction with customers, potential clients, and trade associations.
- Assist regional sales managers with customer proposals.
- Participate on select project teams.
- Manage sales to catalog customers.
- Attend select tradeshow with outside sales team.
- Manage rental product inventory.
- Oversee Mazzei's LinkedIn profile to update the market regarding recent installations, innovations, sales activity, etc.
- Maintain installation lists, quote log, and other project tracking documentation.
- Coordinate make-to-stock and product orders.
- Support engineering and operations departments on an as-needed basis.
- Monitor competition and Mazzei "knockoffs" on various ecommerce platforms.

DESIRED SKILLS AND EXPERIENCE:

Since this position is viewed by senior management as a path to outside sales or more responsible engineering positions, the qualified candidate will have:

- Minimum Bachelor's Degree with Science or Engineering major preferred.
- 0 - 2 years in water/wastewater industry (manufacturing, product management, application engineering or purchasing responsibilities).
- Knowledge of fluid treatment/dosing systems.
- Strong ability to learn technical knowledge & verbiage of multiple industries.
- Works independently subject to general management direction.
- Knowledge of Microsoft software with an emphasis on Word, Excel and PowerPoint.
- Excellent telephone and communication skills.
- Capable of handling multiple customer projects/inquiries at the same time.
- Fluent in Spanish



JOB TITLE:

INSIDE SALES ENGINEER

COMPANY OVERVIEW:

Founded in 1978 by Angelo Mazzei, the Company manufactures a broad line of patented high-efficiency venturi injectors, specialized nozzles, degassing separators, flash mixers, and GDT™ ozone system combinations for use in various water related applications. Mazzei started with a single patent and through innovation and research, its lineup of products has expanded substantially and now includes over 16 US patents and corresponding foreign patents. Mazzei is dedicated to conducting business with honesty, integrity and responsiveness in the development and application of innovative science-based technologies to make more efficient use of the world's water resources. For more information, visit www.mazzei.net or contact the company at (661) 363-6500.



QUALIFIED APPLICANTS APPLY AT [INDEED.COM](https://www.indeed.com)

JOB TITLE:

INSIDE SALES ENGINEER