



An AIRXCEL Brand

Position: Sales Representative  
Reports to: National Sales Manager

### Company Overview

For more than 34 years, Aqua-Hot Heating Systems, LLC. has been one of the most recognized and trusted brands in the recreational vehicle (RV) industry. We offer premium products that provide RV owners with exceptional comfort while saving fuel, reducing emissions, and adding real value. Owners of high-end RVs demand Aqua-Hot hydronic heating systems. Original equipment manufacturers in the US and around the world choose Aqua-Hot products to meet this demand. Aqua-Hot supplies more than 40 original equipment manufacturers.

### Job Description

Seeking a qualified sales representative to help us sell the products that our customers have grown to love and rely on. The sales representative will have a strong understanding of the sales process, excelling at generating leads, building relationships, and closing deals. The ideal candidate will be a quick learner with strong communication skills, and the ability to showcase our offerings in a compelling way. This sales role will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. You must be comfortable making and taking calls, working with channel partners, generating interest, qualifying prospects, and closing sales. Often tasked with giving presentations, attending networking events, and attending trade shows, it essential that our sales rep be personable and professional.

### Essential Duties and Responsibilities

- Managing and selling OEM accounts
- Managing and selling to inside
- Identifying growth areas within existing accounts
- Maximize the sales performance by establishing strong relationships and gaining insight to the needs of the customer
- Perform incisive and insightful market and competitive research
- Maintaining, cultivating, and developing positive business partner relationships within all levels of assigned customers' organizations
- Maintaining and expanding existing relationships between Aqua-Hot and the customer
- Supporting negotiations of various supplier agreements
- Prepare professional, complete, concise, and accurate reports, proposals, sales funnel, and other documentation as required
- Creating strategic business/sales plans and effectively executing the plans.
- Effectively and professionally presenting sales information to both customers and company management team
- Travelling (up to 40% at times) to customer locations, trade shows and events
- Consistently executing customer calls, maintaining high visibility, and to keeping a pulse on market conditions
- Creating and delivering presentations, including sales training to various levels of customers
- Effectively communicating market and customer input back within Aqua-Hot teams
- Maintaining an appropriate opportunity pipeline to meet revenue growth goals

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Education and/or Experience Requirements:

- Proven sales experience
- BA/BS degree or equivalent degree from an accredited university is preferred but not necessary with a combination of education and experience acceptable

Knowledge and Skill Requirements:

- Excellent verbal and written communications skills
- Strong listening and presentation skills
- Proficient with corporate productivity and web presentation tools
- Ability to multi-task, prioritize, and manage time effectively
- Ability to exercise tact and good interpersonal skills
- Time management skills
- Ability to write and deliver reports
- Professionally deliver presentations and speak in front of groups
- Analytical skills
- Problem solving skills
- Ability to be pro-active
- Ability to read, understand and communicate technical documentation
- Be a self-starter, a highly motivated person
- Proficient in using Microsoft Office Products
- Experience working with Salesforce.com or similar CRM

Our Benefit Package Includes

Aqua-Hot Heating Systems, Inc.

Summary of Benefits for Full Time Employees

(Current as of January 1, 2021)

**Educational Benefits**

Employees may be eligible for reimbursement of the cost of tuition for academic or vocational courses, subject to approval by the President/CEO, after six months of service.

**Health Insurance**

Upon the first of the month following date of hire, employees are eligible for medical, dental, and vision insurance coverage. The company pays 90% of the cost of medical insurance and 100% of the cost of dental and vision insurance for employee. The company pays 50% of the costs of all medical, dental, and vision insurance coverage for eligible dependents.

**Short-Term Disability**

Upon the first of the month following 60 days of employment, employees are eligible for short-term disability insurance on a voluntary basis. The company pays 70% of the cost.

**Life Insurance**

Upon the first of the month following 60 days of employment, employees are eligible for company-provided life insurance.



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#### Health Reimbursement Account

Employees can be reimbursed up to \$1000 for costs associated with deductibles and out-of-pocket expenses, per covered individual (up to two) on the company-provided health insurance.

#### Section 125 Cafeteria Plan

The company provides a voluntary benefit plan under Section 125 of the IRS Code which permits employees to pay for certain eligible expenses with pre-tax dollars.

#### Sick Leave

Employees accrue sick leave at a rate of 1.85 hours per pay period. Accrual continues up to a maximum of 48 hours.

#### Vacation/Personal Time

Your starting vacation time accrual will be 3.7 hours per pay period or 12 days per year. Accrual continues up to a maximum of 136 hours.

#### Paid Holidays

The company normally recognizes the following as paid holidays:

New Years Day

Good Friday

Memorial Day

Independence Day

Labor Day

Thanksgiving Day and the following day

Christmas Eve

Christmas Day

Floating Holiday (determined at the beginning of each year)

#### 401(k) Retirement Plan

Employee is eligible for participation in the plan after one year of continuous service.

#### Leaves of Absence

Under certain circumstances employees may be eligible for the following leaves of absence:

#### Personal Leave

Bereavement Leave

Leave for Jury Duty

Voting Time

Military Training or Military Duty