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MANUFACTURERS' REPRESENTATIVE SINCE 1957
www.proctorsales.com

Hydronic Heating and HVAC – Technical Sales

About us: Proctor Sales Inc. is the leading manufacturer's representative for residential, commercial, and industrial equipment. We have been in business over fifty years and have become a diversified company with offices and opportunities for career growth in Anchorage, Portland, Spokane, and Seattle. We represent top tier manufacturers of boilers, pumps, burners, hydronic and steam equipment to distributors, engineers, contractors, and facilities.

[Proctor Sales Inc.](#) is currently seeking a technical salesperson to join our Lynnwood Washington office to be part of our hydronic sales team. The successful candidate will be able to demonstrate a track record of selling world class hydronic heat and renewable energy systems.

The requirements of the job include but are not limited to:

- Identify, secure, and maintain residential and commercial customers (wholesalers and contractors) in the assigned territory to maintain a consistently high level of product awareness. This includes: following leads, participating in industry organizations, attending trade shows and conferences.
- Application engineer for hydronic systems including piping, radiant flooring, controls, and boiler systems.
- Demonstrate product features and benefits for existing products and new products.
- Provide product assistance/technical advice regarding equipment selection, application, and troubleshooting.
- Monitor market conditions, product innovations, competitor products, sales, and pricing.

Desired Skills and Experience:

- Technical Degree or equivalent work experience is required.
- Ideal candidate would have experience selling boilers, hydronic heating and plumbing products, ideally with a wholesale distributor or mechanical contractor.
- Strong problem solving and analytical skills.
- Controls background or field experience in hydronic systems.
- Assertive team player, with solid work ethics and values.
- Adaptable and flexible to work with a diverse customer base and sales team.
- Strong organizational skills, creative and systematic working habits, self-starter.
- Excellent interpersonal, language, and communication skills.

Those with plumbing and HVAC industry trade and controls experience are encouraged to apply.

Proctor Sales offers a base salary and commission formula that will vary with experience, related education level, and quality of the candidate. The compensation for this position includes health insurance, and appropriate travel expenses, 401K plan.

Please send your resume to jobs@gopsi.com.