



## Outside Sales Engineer

Hawaii

DMG Corporation is a regional, independent sales agency for premier HVAC equipment representing engineered products designed and customized to meet our customer's specific needs. Distinguished company with excellent benefit package, including paid time off, paid holidays and top tier medical, dental & vision coverage options available. Headquartered in Orange, California we're growing and looking for talented, dedicated people to join our Team.

We currently have an opportunity for an Outside Sales Engineer in our [DMG Hawaii Office](#):

### **Duties to include, but not limited to:**

- Selling DMG Distribution Products to select accounts
- Promoting the product lines we represent and the DMG name.
- Assisting customers with their operational objectives by advising on proper application and selection of equipment
- Provide technical support on our product lines
- Develop and maintain solid working relationships through verbal and written correspondence with customers and the manufacturers we represent
- Periodic travel for training, industry meetings and customer entertainment

### **Education / Experience**

- 5-7 years of successful direct, outside sales experience
- HVAC and/or Construction Experience
- Mechanical Engineering or Industrial Engineering Degree preferred, but will consider equivalent, direct industry related job experience

### **Skills & Talents**

- Must be extremely detailed oriented and self-motivated
- Customer service and sales driven
- Solid interpersonal communication skills, both verbal and written
- Successful negotiator
- Thrives in a fast paced, multi-task environment

### **Job Type:**

Full-time

### **Benefits:**

- 401(k)
- Dental Insurance
- Disability Insurance
- Employee Assistance Program
- Flexible Schedule
- Flexible Spending Account
- Health Insurance
- Life Insurance
- Retirement Plan
- Vision Insurance

**Schedule:**

Monday to Friday

**Additional Compensation:**

Commission

**Work Location:**

On the road

**Paid Training:**

Yes

**Management:**

Key Leader

**This Job Is Ideal for Someone Who Is:**

- People-oriented -- enjoys interacting with people and working on group projects
- Adaptable/flexible -- enjoys doing work that requires frequent shifts in direction
- Achievement-oriented -- enjoys taking on challenges, even if they might fail
- Autonomous/Independent -- enjoys working with little direction

**Benefit Conditions:**

Waiting period may apply

**Work Remotely:**

Yes

Please submit your resume to:

Cherie Piazzisi – HR Generalist

[Cherie.piazzisi@dmghvac.com](mailto:Cherie.piazzisi@dmghvac.com)

No phone calls please.