



Sales Engineer

Company Description:

ValveSystems, Inc. is a specialty provider of valves and related products serving the oil, gas, and water industries. We specialize in creating customized valving systems for applications that ultimately save the lives of people, the environment, and time and money. The company has been providing technical expertise, product sourcing, and project implementation support to its customers for more than 30 years. ValveSystems has grown tremendously over the last few years and is currently expanding our market reach and therefore growing our team.

We specialize in quick deliveries and technical support for our clients, many of whom we've worked with for decades and who rely on us heavily as their valve experts. In an industry that is incredibly complex and moves at lightning speed, our knowledge base and customer service mentality give us a huge competitive advantage.

ValveSystems has immense expertise in creating value for its customers and retains the benefits of being a small company. We are looking to add employees as we continue our quest to expand the business while creating a world-class working environment over the course of the next several years.

Our Core Values:

These values are who we try to be and what we strive for each day:

Personal Responsibility

We maintain an atmosphere of positivity when interacting with all of our vendors and customers. We take ownership for the outcomes of our customers as if they are our own. Regardless of the situation or scenario, we strive to treat them with respect and courtesy. As a result, we take the necessary time and energy to support our customers and vendors to overcome challenges. We strive to communicate proactively and transparently at all times.

Accuracy

We pay attention to every detail in all aspects of the business. The information that goes to our constituents is incredibly reliable. We pride ourselves on almost never making mistakes that impact our customers. Our customers see us as experts who can support them with problems they don't have the answers to.

Hustle

We treat customers' problems with the utmost urgency, build grit over time, and constantly hear from them how fast and effectively we can meet even their most difficult requests. No actions wait to be taken. We remove the bottleneck in the quoting process and build systems that push others to hustle too.

Resourcefulness

We come up with comparable and creative solutions and products for any project. We offer up suggestions that will reduce cost, increase efficiency, or speed up delivery. We make life easier for our customers and vendors. We are constantly expanding our knowledge base in order to be more effective.

**Job Description:**

ValveSystems has an exciting opportunity to add a **Sales Engineer** to the team. The individual will join several other colleagues jointly responsible for providing existing and new customers with exceptional service on a daily basis—including providing customers with technical expertise and managing multiple complex projects.

In addition, the Sales Engineer is responsible for the long-term cultivation of existing clients and suppliers and ensuring that the ValveSystems name and reputation is well-known and respected within the industry. We take a very long-term approach to relationship building, and each sales team member contributes to building close relationships with clients personally and professionally.

Who We Need:

- Someone who loves learning and mastering new concepts (particularly technical concepts)
- Someone who is comfortable in an environment where they must provide absolutely accurate information on a regular basis
- Someone who cares deeply about getting details right
- Someone who learns by asking tons of questions about what they don't know
- Someone who thrives off of giving and receiving feedback constantly
- Someone who feels success when they complete their to do list every single day
- Someone who wants to work in a highly collaborative, fast paced environment

PREFERRED (BUT NOT REQUIRED) EXPERIENCE:

- Have experience and/or expertise in the conventional energy industry
- Have experience and/or expertise in the renewable energy industry
- Have an engineering or hard math/science background

NOTE: because we operate in a very technical, very specific niche within the oil, gas, and water industries, we will provide extensive on the ground training and support in all technical aspects of our work. No prior experience in the valve or energy industry is required.



Job Responsibilities:

(60%) QUOTING PROJECTS

- Reviewing requests for quotation (RFQs) and asking client or colleagues follow-up questions in preparation to design a solution for their problem
- Based on analysis of information provided by client, identify the appropriate products for the project, and spec out a full system solution
- Find selected products within supplier network or inventory at the best prices and delivery possible
- Generate an actual quote in our quoting system
- Generate pricing for each quote based on thorough analysis of all data
- Submit proposal to client, along with any necessary communication or paperwork associated with the project before the RFQ deadline

(15%) QUOTE REVISIONS AND COLLABORATIVE REVIEW

- Make revisions, additions, edits and other changes to existing quotes
- Follow-up with clients on existing quotes to obtain feedback
- Review other sales team members' quotes as part of the collaborative review process with the aim of improving the quote from a technical and pricing standpoint
- Review data on quoting processes broadly and make improvements based on those trends

(10%) ORDER MANAGEMENT

- Process orders for products
- Order products with suppliers or pull from inventory
- Communicate with client about delivery dates and confirm order
- As needed, follow-up with suppliers to manage completion of order
- As needed by finance manager, follow-up on payments with clients

(10%) RELATIONSHIP MANAGEMENT

- Provide technical support to clients on products already purchased or for future projects that a customer is planning
- Maintain consistent communication with clients who aren't in touch proactively
- Leverage current customers to identify and cultivate their colleagues
- Take clients to lunch, on outings, etc. to build personal relationships
- Host lunch and learns to teach young and new engineers about ValveSystems
- Host happy hours to cultivate relationships on a social level
- Inform existing customers about what products we sell and how else we can help them out
- As needed, conduct field visits to cultivate relationships

(5%) ORGANIZATIONAL EFFECTIVENESS

- Identify opportunities to obtain better pricing or shorter deliveries
- Identify new potential suppliers as needed



- Offer feedback and input into systems and processes to improve organizational effectiveness or build out new systems, structures, processes or tools as you see opportunities to do so
- Contribute to strategy and planning sessions and bi-weekly planning meetings
- Constantly seek out opportunities to become a leading expert in the valve industry

Benefits and Salary

Starting salary range dependent on qualifications. In addition to salary, ValveSystems offers a group health plan and covers a portion of the premium, should you choose to enroll. Employees become eligible for a generous retirement plan after one year of employment.

Other benefits include paid time off that increases with each year of service, laid back and comfortable work setting within Denver's RINO neighborhood (work from home during COVID), an incredibly collaborative culture, and colleagues committed to maintaining a fun and inclusive environment.

Anti-Discrimination Policy

ValveSystems, Inc. seeks individuals of all backgrounds to apply for this position. We are committed to maximizing the diversity of our organization, and appreciate, value, and engage across lines of difference.

Apply Now

Please submit a resume and cover letter to nikhil@valvesystemsinc.com