Patterson Equipment Company (PEC) is a fast-growing dealer of Municipal and Industrial water and sewer equipment serving Texas and Louisiana. We proudly represent the top manufacturers in the industry and provide sales, service, parts and rentals to contractors, Municipalities, and all Governmental Agencies.

Seeking an experienced and motivated Outside Sales Representative in the Dallas/Fort Worth region. Must have Industrial Sales and/or Municipal Sales experience.

The ideal candidate will prospect and generate new business as well as perform cold-calls in the field. This candidate should be able to support existing clients and have an ability to conduct product demonstrations.

**Responsibilities**

* Identify leads, manage prospects and acquire new business
* Service existing clients
* Effectively demonstrate product line
* Meet established goals for territory development and sales quotas

**Qualifications**

* 2+ years' experience in Industrial Sales and/or Municipal Sales experience
* Bachelor's degree preferred
* Experience in developing and executing territory sales strategies
* Strong presentation, negotiation, and closing skills
* Self-motivated and able to work independently to meet or exceed goals
* CDL a plus