



INNOVATIVE AIR TECHNOLOGIES

About IAT

Since the inception of Innovative Air Technologies in 2001, we've desired to change the status quo when it comes to low humidity systems. Our vision is to enrich the lives of our customers by offering quality, flexible, value-driven solutions for any dehumidification application. *That's IAT!*

This drives us to innovate with our products and offer an industry-leading customer service experience from planning to implementation and beyond.

Job Title: Inside Sales Engineer

We are looking for an Inside Sales Engineer to work with our Outside sales team, representatives, engineering and production staff to generate a world-class sales and support experience that will successfully generate both opportunities and wins for our company. This position will work with all areas of IAT to help realize our growth potential and enrich the lives of our customers. This position will impact and help shape our future success. We are looking for someone self-motivated, positive, and excited about making an impact, innovations, and world-class customer service.

- Work with Owner, National Sales Managers, Representatives and/or directly with the Customer to understand and document Customers' needs and requirements.
- Determine the best product design to meet Customer's needs, create/request relevant information or technical documents to support this need.
- Visit customers to establish productive relationships and gain details needed for effective quoting.
- Develop cost and price of product, and present customers with a comprehensive quote package that meets their needs and the competitive situation.
- Act as a liaison between Engineering and other departments when collaboration is needed to fulfill internal requests for information from the Customer.
- Work with Sales, Engineering, Marketing and Manufacturing to help develop or define product offerings and documentation needs.
- Ensure Customer satisfaction through thorough communications throughout the stages of a project.
- Support Sales team and customers, as needed, by addressing product and site questions, complaints and resolutions.
- Help train Sales team on products and to help design most efficient processes to achieve goals and objectives.
- Serve as the in-house expert for our product lines, capabilities, and resources.
- Identify opportunities for improvement – cost reduction, value creation, process efficiency, etc.

Basic Qualifications:

- Bachelors in Engineering or equivalent
- Min. 4 years of experience in a manufacturing environment
- Min. 2 years of customer interface experience
- Working knowledge of costing and customer service
- Excellent communication and people skills
- Very good organizational and time management skills
- Proven ability to analyze and resolve problems quickly and effectively.
- Professional, positive, and motivated personality

Preferred Qualifications:

- Lean Experience
- CAD (AutoCAD or SolidWorks) experience
- Experience with dehumidifiers.
- Good technical writing skills.
- Lean experience

Job Type: Full-time

Experience: min. 2 years manufacturing environment

Salary: \$70,000 - \$95,000 plus bonus

Benefits: 401K, Health Plan, Bonuses, Monthly Lunches, and Company Sponsored Team-building Events.

Travel: 10% max. for customer visits