

## Outside Sales Position

### Ohio, FirstEnergy

#### Overview

TESA, Inc. is looking for an outside sales position to cover the the Ohio electric utility market. Main accounts would be FirstEnergy and subsidiaries, public power utilities and other accounts assigned.

#### Position Responsibilities

- Actively call on utility customers in assigned territory
- Spend three to four days a week working directly with customers, through in person meetings and electronic communications
- Report on weekly activity during TESA Staff Meetings
- Other duties as assigned

#### Qualifications

- In depth knowledge of US utility market
- Effective written and oral communication skills
- Personable and understanding of customer needs
- Able to actively meet and support customer base
- Technical knowledge of products sold (transformers, wire/cable, fiber optic, street lighting, etc)
- Detail oriented
- Engineering or Project Management background preferred
- Able to solve problems and see larger picture with customers and/or manufacturers

#### Additional Details

- **Annual Salary**
- **Performance bonus**
- **Company Credit Card**
- **Company Car**
- **401k Available**
- **Target Start Date – 1<sup>st</sup> Qtr 2024**

**PLEASE CONTACT JOHN TRUITT FOR ADDITIONAL DETAILS**

**614-847-8200**

**[JOHNTIII@TESA-INC.COM](mailto:JOHNTIII@TESA-INC.COM)**