



## **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
- Able to solve problems and see larger picture with customers and/or manufacturers

#### **Additional Details**

- **Annual Salary**
- **Possible performance bonus, but not guaranteed**
- **Company Credit Card**
- **Company Car**
- **401k Available**
- **Target Start Date - 8/1/23**

**PLEASE JOHN TRUITT FOR ADDITIONAL DETAILS**

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