



The Collins Companies Mechanical Engineer/Sales

The Collins Companies is an independent industrial distributor of pipe, valves, and fittings (PVF) and engineered specialties serving the New England and Upstate New York markets. Founded over 100 years ago, the company is one of the oldest PVF firms in the industry and has seen unprecedented growth in the past few years with the expansion into the valve service and compressed air sales and service segments. The Collins Companies are comprised of Collins Pipe and Supply, Collins Controls, Niagara Controls, International Valve and Instrument, Collins Compressors and now Washburn-Garfield and Waites Industrial with branches in Connecticut, Massachusetts, Maine, & New York.

Collins executives have built the company by encouraging every employee to “think like an entrepreneur” and they back that statement up by sharing a significant percentage of their annual profits with every single member of their team. Because of this philosophy, the average tenure of a Collins associate is more than 19 years. In addition, Collins officials credit much of the company’s success to a flat management structure that allows each associate the freedom to think for themselves on how to best serve their customer, their company and ultimately themselves.

About the job:

Full-time, in-person position located in East Windsor, CT. This is an inside technical support position responsible for the sales and promotion of engineered products. Working as a team, assisting both the Executive team and outside account managers, you should want to use your background in mechanical engineering to maximize sales on every project. This position requires strong customer facing and Project Management skills. Most training will be acquired on the job.

Responsibilities:

- Provide ongoing communication and technical support to our customers and outside sales team which will require knowledge of our complete line card. Be able to upsell the project
- Prepare project bids involving specification review, application engineering for manual and automated valves, vendor input, pricing, terms and conditions
- Manage projects thru shipment that would involve contract administration, purchasing and logistics for domestic and export requirements

Qualifications:

- Must have a B.S. in an Engineering discipline, preferably Mechanical. Knowledge of industrial pipe, valves and fittings (PVF) market preferred
- Recent graduates should have taken some thermodynamics or fluid dynamics courses. Preferably with practical mechanical experience, even if it is through their hobbies
- Strong written, verbal and phone communication skills
- Proven ability to develop (and maintain) strong customer relationships
- Strong planning skills with the ability to work independently as well as the desire to want to work amongst a strong team
- Demonstrated ability to multi-task, assign effective priorities to tasks and to operate with a certain level autonomy is needed
- Positive attitude, good judgment and high energy are required for this position.