



**Open Positions:**

**January 10, 2018**

Field Environmental Instruments, Inc., (FEI), a successful and expanding environmental monitoring instrumentation and sampling equipment and supplies company, has an opening for an excellent career opportunity as a Customer Service & Account Representative in its Philadelphia, PA (Exton) branch office. Originally established in Pittsburgh in 1995, and now in 12 cities across the country, FEI relies on the application of fundamental business strategies and customer-centric philosophies to be the quality leader in the industry. FEI is looking for versatile candidates who are passionate, willing to learn and capable of fulfilling objectives related to customer service, account management and business development.

**Essential duties and responsibilities will include but are not limited to performing:**

- Business Development - contacting clients and prospects to promote services and advantages; following up on sales quotes and potential project opportunities, prospecting territory for new accounts; executing strategic positioning against competitors
- Account Management - verifying corporate details; reaching decision makers; ensuring post-order satisfaction; invoicing completed orders
- Customer Service - answering incoming calls; entering customer orders in database; discussing equipment capability and project application with clients
- Order Fulfillment - Assisting with receiving, cleaning, calibrating, shipping or delivering equipment

**Basic requirements & general competencies are:**

- Basic PC skills and knowledge of Microsoft Office programs
- Valid driver's license necessary
- Excellent communication and social skills
- Ability to function both independently and as a component of a larger entity
- Business-to-business sales history and account management is ideal
- Knowledge of – or experience in – the geological/environmental consulting, engineering or health & safety industry is a plus but not required

For this role, ideal candidates are reliable, energetic, versatile, multi-tasking capable individuals with the aptitude to grasp processes, functions and methods in a changing industry...

Extensive on-the-job training will be provided. The selected employees will work under the guidance of the Branch Manager and with assistance of nationwide staff.



## **FIELD ENVIRONMENTAL INSTRUMENTS, INC.**

Comprehensive compensation package, including base salary, paid time off, health care, dental and vision benefits, life insurance, 401k contributions with profit sharing and bonus opportunities available.

Don't miss this opportunity to join a company offering tremendous growth potential in a rewarding and expanding industry.

**Contact:**

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**Learn more at [www.fieldenvironmental.com](http://www.fieldenvironmental.com)**

**View our catalog: [www.issuu.com/feicatalog](http://www.issuu.com/feicatalog)**

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| <b>Pittsburgh, PA</b><br>800-393-4009 | <b>Atlanta, GA</b><br>866-620-6762     | <b>Chicago, IL</b><br>844-515-9170     | <b>Houston, TX</b><br>866-323-4006      | <b>Kansas City, KS</b><br>866-580-5499 | <b>fieldenvironmental.com</b><br>info@fieldenvironmental.com |
| <b>Long Beach, CA</b><br>844-608-3344 | <b>Los Angeles, CA</b><br>866-278-2382 | <b>Minneapolis, MN</b><br>866-580-5512 | <b>Philadelphia, PA</b><br>866-648-8607 | <b>Portland, OR</b><br>855-398-5600    | <b>Seattle, WA</b><br>855-398-5600                           |