

## Job Title: Inside Sales Representative – Oxnard, CA

**SUMMARY:** This Inside Sales Representative position, based in Oxnard, CA, will be responsible for driving sales of the Acme – Cryogenic Experts, Inc. (CEXI) vaporizer product line.

**ESSENTIAL DUTIES AND RESPONSIBILITIES: include the following. Other duties may be assigned.**

- Focus on developing a commercial and technical understanding of the entire vaporizer product line currently offered by CEXI.
- Handle all inbound sales lead calls to convert calls into sales.
- Build and maintain customer relationships.
- Develop quotation to meet the customer's requirements. This will necessitate understanding the customer's end use application and making a product recommendation based on: product being vaporized, flow, pressure, temperature, altitude, and duty cycle.
- Provide ongoing technical support after the sale.
- As necessary, and at the direction of Rob Worcester, make technical visits to customers and prospects on behalf of CEXI.
- Assist in the resolution of customer problems that arise from the use of the product
- Complete, maintain, and process pertinent paperwork and records.
- Enter all new proposals into CRM and follow up/update as necessary.
- Identify, monitor and document competitive market activities by gathering current marketplace information on pricing, products, new products, lead times, etc.

**EDUCATION, EXPERIENCE, QUALIFICATION REQUIREMENTS:**

- Bachelor's Degree in Mechanical Engineering preferred.
- 3 years' experience preferred.
- Consideration will be given to applicable industry experience.
- Ability to function well in a team environment and work collaboratively with Engineering, Production, Shipping, and other department on behalf of our customers.
- Ability to read blue prints a plus.

Send resumes to:  
**Acme Cryogenics, Inc.**  
**Attention: Human Resources**  
**2801 Mitchell Ave, Allentown, PA 18103**  
**Fax: (610) 791-0640**  
**Email: [hr@acmecryo.com](mailto:hr@acmecryo.com)**

*"Acme Cryogenics is an Affirmative Action/Equal Employment Opportunity Employer" "Acme values the service Veterans and their family members have given to our country. Acme supports the hiring of returning Service Members and military spouses."*