



## **Power Mole Trenchless**

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Power Mole Trenchless, a manufacturer of pipe-bursting and thrust-boring equipment, is seeking two Outside Sales Representatives to drive revenue growth through prospecting, account management, and full-cycle sales of trenchless equipment and related solutions. This role includes developing new business, strengthening existing relationships, delivering product demonstrations, and closing opportunities in a fast-paced, deadline-driven construction environment. This is a field-first role built for a self-starter with technical capability who thrives on the road - engaging contractors, project managers, and end users directly at job sites, warehouses, and customer facilities.

Two Sales Representative positions are available, each responsible for a defined territory:

1. New Jersey and Pennsylvania
2. Maine, Massachusetts, and New Hampshire

### **Key Responsibilities**

#### **Sales & Business Development**

- Generate new business through prospecting, cold outreach, job site visits, referrals, and industry networking
- Respond to inbound inquiries and convert leads into qualified opportunities
- Build and manage a strong sales pipeline; drive opportunities through the full sales cycle
- Identify decision-makers and develop relationships across customer, contractors, utilities, municipalities, and dealers
- Attend trade shows, association events, and industry functions

#### **Account Management and Customer Success**

- Conduct regular in-person visits to strengthen relationships and uncover new opportunities
- Identify and execute upsell and cross-sell opportunities
- Provide responsive support during active projects and resolve customer issues efficiently
- Partner with operations, service, and logistics teams to support customer success

#### **Technical Support & Field Execution**

- Perform product demonstrations and training sessions
- Advise customers on equipment selection based on application and site conditions

- Act as a trusted technical resource for product and application questions
- Develop and maintain strong product knowledge and stay current on industry trends

### **Sales Operations & Deal Management**

- Prepare quotes, negotiate pricing, and close deals while maintaining margin expectations
- Follow up on open opportunities and drive timely conversions
- Maintain accurate CRM records, pipeline tracking, and forecasts
- Submit reports and provide market and competitive insights

### **Qualifications**

#### **Required**

- 3+ years of sales or technical sales experience (experience in industrial, construction, or equipment sales strongly preferred)
- Exceptional communication and relationship-building skills
- Technical aptitude with ability to understand and explain technical products
- Strong follow-up and closing skills
- Genuine customer-first attitude
- Proficiency with CRM systems and Microsoft Office
- Experience in construction, utilities, underground infrastructure, or industrial equipment
- Willingness and ability to travel up to 60%

#### **Preferred**

- Knowledge of trenchless technology or related equipment
- Experience supporting dealers or distribution channels

#### **Compensation & Benefits**

- Base salary \$40,000 - \$50,000 (based on experience) + generous commission structure
- Health insurance
- Retirement plan
- Paid time off

### **Why join Power Mole Trenchless**

Power Mole Trenchless has over 60 years of experience providing high-quality, durable, U.S.-manufactured trenchless equipment designed to improve productivity and efficiency in underground utility work. We have a diverse customer base across utilities, contractors and municipalities with a strong focus on customer training and long-term support.