



PARTS & SERVICE SALES REPRESENTATIVE (PSSR)

Collicutt Energy Services is a solutions-oriented engine company, specializing in custom manufacturing, repair, overhaul, and maintenance for all major engine brands across diverse industries. We're driven by safety, respect, learning, and a commitment to doing what's right — all while building a team where people genuinely enjoy working together.

We are currently seeking a **PSSR (Parts & Service Sales Representative)** to join our Bakersfield team. This role blends customer relationship building, technical know-how, and sales strategy in a fast-moving environment with strong long-term growth potential.

What You'll Do

- Build and maintain strong relationships with existing customers.
- Respond quickly to customer needs and service requests with a solution-focused mindset.
- Visit customer locations, job sites, and facilities to assess needs and identify opportunities.
- Manage existing preventative maintenance contracts and secure new ones.
- Prepare accurate quotes for service calls, maintenance work, and parts.
- Support marketing and sales initiatives for new product lines and service offerings.
- Prospect and develop new business opportunities through calls, visits, and networking.

Qualifications — Required

- 3+ years of outside sales experience (technical, mechanical, or industrial field preferred)
- Strong communication skills for working with customers, vendors, and internal teams
- Working knowledge of diesel engines, gas engines, or standby power systems — or willingness to learn quickly
- Ability to use parts/service systems, quoting tools, and CRM software
- Highly organized self-starter with strong follow-through
- Willingness to travel frequently (including occasional international travel)
- Valid driver's license with a clean driving record
- Ability to pass a pre-employment background check
- Strong analytical thinking, decision-making, and negotiation skills

Preferred

- Prior experience in power generation or heavy-equipment environments
- Previous contract management or service-sales experience

Working Conditions

- Inside office + frequent travel to customer sites
- Mix of field visits, onsite assessments, and office-based quoting/follow-up work

Starting Pay: \$52,000-\$60,000 annually

What We Offer

- Competitive wages
- Comprehensive medical, dental & vision benefits
- 401(k) with company match
- Referral bonus program
- Training and professional development reimbursement

Interested?

Send your resume to hr@collicutt.com with "**PSSR – Bakersfiled**" in the subject line.

Collicutt follows the principles of equal opportunity regarding its hiring and promotion procedures. Collicutt does not discriminate based on items such as race, gender, origin, religion, sexual orientation, veteran status or any other classification protected by federal or state law.