



FINAL

Independent Sales Representative

Job Description

Contract / Commission-Based / Remote / Field

About Our Client

This job posting is on behalf of an Arc Human Capital client. Our client is a family-owned, award-winning manufacturer and distributor of industrial radiators and cooling systems for the power generation industry. They have grown into one of the top radiator companies in the country, delivering lasting-quality products and field services to their clients, worldwide.

Their product line includes custom-engineered industrial radiators, generator cooling systems, and remote radiators. With skilled employees and a full-service in-house facility, they handle demanding jobs and build genuine, long-term customer relationships.

Position Overview

Our client is seeking a motivated Independent Sales Representative to help grow their power generation customer base. This is a 1099 contractor role, you set your own schedule, work your own territory, and earn commission on every sale you close. If you have an existing book of business in power generation, this is a strong opportunity to add a specialized product line backed by a trusted, established brand.

What You Will Be Selling

You will represent our client's radiator and cooling system product line for the power generation market:

- Industrial radiators and cooling systems for power generation equipment.
- Radiators and coolers for standby generators and power systems.
- Custom-engineered radiator solutions for unique applications.
- Radiator repair, cleaning, and field service.

Target Customers

- Generator and standby power system operators.
- Generator repair facilities and service providers (e.g., Caterpillar, Generac, MTU, Rhelko, Cummins, and independent generator service shops) who in turn service hospitals, data centers, municipalities, and other standby power units.
- OEM manufacturers requiring custom radiator solutions.

Responsibilities

- Prospect and develop new accounts within your chosen territory.
- Present our client's product catalog and capabilities to decision makers.
- Identify customer cooling system needs and connect them to our client's right solution. Be able to provide rough field dimensions to get initial estimations/quotes.
- Coordinate with the engineering team of our client for custom-spec or complex orders.
- Submit quote requests and manage the sales cycle through order placement.
- Maintain ongoing relationships with accounts to drive repeat business.
- Provide market feedback to help our client expand its reach in industrial segments.

What We Are Looking For

- Proven track record in B2B outside sales, ideally in power generation or generator-adjacent markets. Ideal candidate will have 3 to 5 current, non-competing lines within the industry.
- Existing relationships with generator repair facilities and service providers are essential.
- Technical aptitude, able to understand and communicate product specs to mechanical decision makers.
- Self-motivated with the drive to build a pipeline and close deals independently.
- Strong communication and relationship-building skills.
- Comfortable working directly with the manufacturer's team.

Compensation

This is a commission-only independent contractor (1099) position. Commission rates are competitive and paid on a cash-for-cash basis, disbursed as our client receives payment from the customer, including partial payouts tied to customer deposits. There is no cap on earnings, the more you sell, the more you make. Our client provides product training, a full catalog, and direct access to our engineering and support team to help you close business.

Why Work With Our Client

- 60+ years in business, a proven brand with strong customer loyalty
- Unique product offerings include custom-engineered and hard-to-find radiator solutions.
- Responsive, knowledgeable team, quotes and support turn around fast
- Flexible, independent arrangement, you run your own business, we back you with product and expertise
- Growth opportunity in an underserved niche market with national reach.

Please introduce yourself, briefly describe your sales background and current book of business, and let us know what territory or market you cover. We will follow up promptly.