



2520 N. Wesleyan Blvd. Rocky Mount, NC 27804
Office | 1.877.358.FIRE sales@fireconnections.com

Inside Equipment Sales | Fire Connections Incorporated

Located in Rocky Mount, North Carolina, Fire Connections is the preferred E-ONE dealer for fire apparatus, equipment and parts sales. An inside equipment sales representative for Fire Connections is responsible for leading all aspects of equipment and parts sales operations for Fire Connections, Inc. This role oversees company-wide inventory management, cultivates and maintains strategic vendor partnerships, negotiates pricing and purchasing agreements, and supports the sales team through quote development and product coordination. The Equipment Sales Manager drives profitability by optimizing purchasing strategies, monitoring market trends and competitive activity, and facilitating vendor training opportunities to enhance product knowledge and sales performance. This position will require professional representation of Fire Connections and the vendors we represent.

Requirements |

- Manage all aspects of equipment and parts sales for FCI.
- Oversee and maintain inventory companywide.
- Ensure profitability and maintain target profit margins on all equipment and parts sales.
- Maintain competitive market reports and monitor pricing levels.
- Generate customer quotes and assist sales representatives with quotes and product setup within internal systems.
- Develop and maintain strong relationships with equipment vendors and suppliers.
- Negotiate discount percentages and pricing agreements with equipment vendors.
- Coordinate vendor participation and training opportunities during sales meetings.
- Attend industry events to build vendor relationships and stay informed on new products and market trends.
- Representation of Fire Connections daily with provided uniforms.

Hours |

Business hours are Monday-Friday from 8 a.m. to 5 p.m. Occasional evening meetings and attendance at several trade shows or industry events throughout the year may be required.

Benefits |

- 401K Retirement Program
- Health insurance (Blue Cross Blue Shield)
- 10 days of paid vacation
- 5 sick days
- 8 paid holidays

Contact Us |

EXPERIENCE THE DIFFERENCE.



2520 N. Wesleyan Blvd. Rocky Mount, NC 27804
Office | 1.877.358.FIRE sales@fireconnections.com

Email a cover letter and resume to kmayo@fireconnections.com to apply.

EXPERIENCE THE DIFFERENCE.