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Diesel Specialists, LLC, a wholesale parts distributor and engine rebuilder dedicated to the heavy duty diesel industry, is currently hiring an Outside Sale Representative to cover the Texas Gulf Coast region. For over 30 years, we have serviced the S. LA area from our location in Baton Rouge and a 2<sup>nd</sup> location in Morgan City, LA. We are one of the largest independent parts distributors in the area and are now bringing that same expertise to the Texas Gulf Coast. You may learn more about our company by going to [www.dslspec.com](http://www.dslspec.com) and visiting our ecommerce site at [www.dieselpartsdirect.com](http://www.dieselpartsdirect.com).

The ideal candidate will have 5+ years experience in the sales to automotive/industrial resellers or the oilfield/commercial marine industries. Trustworthiness and honesty will be of the utmost importance as you will be very autonomous in your representation of our organization in this new territory. References will be checked and heavily scrutinized. A minimum of one month's training will be required in Louisiana prior to starting the official duties of this position. Additional details on this position are as follows:

**Territory** – The primary focus will be on the Gulf Coast region ranging from Sabine Pass to Corpus Christi and north into Houston. The number of potential customers in the region ranges in the thousands and all locations provide a one day receipt of goods with no expediting required.

**Markets** – The primary markets that we cater to are engine rebuilders, fuel injection shops with a high volume of turbocharger sales, commercial marine and oil field service companies, truck fleets that perform their own repairs and rental fleets with large quantities of generators, pumps, and compressors.

**Product Lines** – We offer a full range of engine parts and subassemblies for Detroit Diesel, Caterpillar, Cummins and John Deere engines as well as Twin Disc Marine transmissions and PTOs. In addition, we are authorized dealers for Perkins and Deutz. We also are regional distributors for two products that offer a tremendous amount of opportunity in this area. Neither has any competition in the area nor have they ever been represented in this territory:

- **CCTS** – This manufacturer offers a retrofit kit for 71 and 92 Series Detroit Diesel engines that bring the engines into Tier 2 or Tier 3 compliance. There are still tens of thousands of these engines in the market place and the replacement of these engines is very expensive. This product line provides a very cost effective method of meeting emissions requirements without the expense of purchasing a new engine.
- **Perennial Monitoring Systems** – This low cost engine monitoring system allows a company to remotely monitor via the internet an unlimited number of engines using cellular or satellite technology. There is simply no other system in the country that allows such inexpensive monitoring of engine assets.

**Engine Rebuilding Services** – Diesel Specialists has a full remanufacturing facility in both our Baton Rouge and Morgan City locations. We rebuild Detroit Diesel (including Series 60), Caterpillar, Cummins and Perkins engines. We offer free pick up and delivery of all engine rebuilds. Well over 50% of our existing engine rebuilding market is outside of our local area and we have become experts at supporting long distance customers.

**Compensation and Benefits** – The position will be a salaried position until it is able to support itself under a bonus structure. Bonuses are paid based on GP generated in the territory. Starting salary is 35K and there is no cap to the compensation once the position starts the incentive plan. Diesel Specialists, LLC will provide a company vehicle, laptop, cell phone, credit card etc. We offer health, dental and life insurance, and the opportunity to participate in our 401(k). We offer very generous sick and vacation pay and all normal holidays.

Please submit your resume to [resume@dieselpartsdirect.com](mailto:resume@dieselpartsdirect.com) or fax to 225.926.9336.