

Why We Do What We Do: An EBARA Salesman



As a kid, all of us cherished the idea of growing up and becoming something great. Many of our desires led us wanting to be sports stars, doctors, lawyers, or firefighters. However, sometimes we find ourselves doing something we would have never dreamed of.

Being a pump salesman, there are many ups and downs we experience daily. Those hurdles make this job rewarding. The pure joy in completion of a project or finishing a sale gives us the satisfaction needed to sleep and arise the next morning with the drive to do it all over again. Pump salesman experience many things in their careers that other jobs may not offer, complicated problem solving, travel, and building relationships with a variety of characters in business.

Applications and Pumps

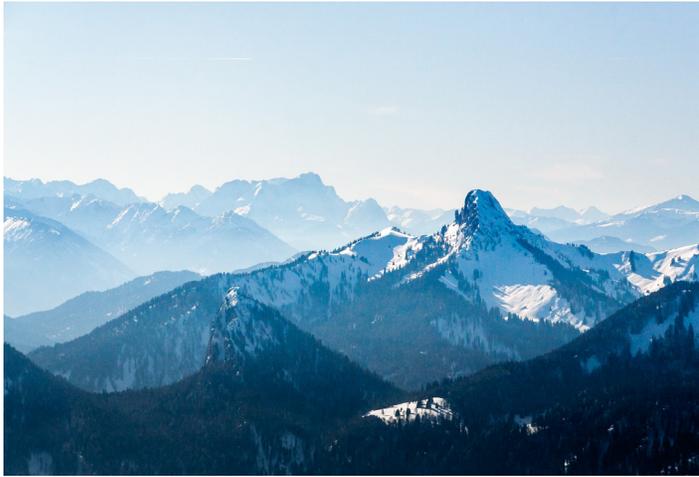
All jobs come with the opportunity to be challenged, but as a pump salesman the challenges can be quite intriguing at times. Challenges arise due to the many different types of applications and how the elements of the application react to the pump itself. With centrifugal pump types such as; submersible, multistage and self-priming the causes of issues can range in various ways. As a pump salesman with years of experience, it is our jobs to figure out why and or how this issue occurred and come up with a solution to take care of the customer.

Submersible pumps bring challenges because they are completely submerged underwater therefore diagnosing issues takes some electrical background to figure out the issues. This allows those of us with minimum electrical experience to understand how these controls work and where to check if there are future issues.

Multistage pumps are used primarily in the water booster and boiler feed areas. These are high pressure pumps designed to create water pressure at higher point, many issues can arise due to installation issues, and at times are related to other items in the system. In this case you may have to walk the entire system to find an issue, sometimes it may be a closed valve and other times it may be a leak.

Self-Priming pumps are designed to create suction lift and pull water from a pit, these applications can be very time consuming and cause a few headaches when figuring them out. In most cases the major issue is caused when the pump will not prime, this may be cause by the introduction of air into the suction line. This can be a tedious process in figuring out because a pin hole will cause major problems for these systems.

Regarding all these pump types and applications, it makes for a fun day when having to take the time to investigate the issue, and this is an engaging process because each day we may learn something new.



The previous sales industry was filled with salesmen comfortable meeting new people and going to new places. Now, within the pump business, it has become more of a technical game, with many salesmen having the technical background to help clients with issues and teaching them how to eliminate further problems. In many cases we are teaching them something new or we are learning something we did not know. We spend hours reviewing information on an application or project, then meet up and enjoy dinner together in order to learn about our customers as not just business partners, but friends. Therefore, many of us enjoy this business and where we get to spend our time, and it's the people that make it fun.

Travel

As pump salesmen, we are given the opportunity to cover a certain territory, allowing us to see different parts of this vast country. With this type of a career, we are given the opportunity to visit places you may have not gotten the chance to, for instance, El Paso, Texas. The Franklin Mountains surround the city, at sunrise and sunset they create a beautiful picturesque scene. New Orleans, LA getting to feast on the wonderful Southern Louisiana cuisine and seeing how lively Bourbon street can be. Chicago, IL with the monstrous skyscrapers and the beautiful view of Lake Michigan, of course Wrigley Field with all the history. Asheville, NC deep in the heart of the Smokey Mountains with a small-town America feel.

These are just a few of the places that we get to see in our careers. There is so much joy in being in a place and seeing what it brings with the different parts of the country and how many different cultures there are.

Selling and Relationships

In the pump industry, it is essential to sell to the customer's need, allowing us to build strong relationships. One of the great things about being a pump salesman is the opportunity to meet new people. Daily, we are working with distributors, end users, contractors, and engineers, allowing us to meet many personalities and build different type of relationships.



Solving problems, traveling and building relationships make up a few of the great things about being in this Industry. Pump salesmen get to engage with customers in so many ways, and that's why it is so entertaining to be part of this industry. As we gaze into the future, we know that we are essential to what happens in industry and that our jobs matter. So please come join the fun!