



OUTSIDE SALES REPRESENTATIVE

Location: Central TN (territory includes TN & Southern KY)
Reports To: Sales Manager

About Us

502 Equipment is a premier distributor of vac trucks, pipeline inspection systems, and pipe rehabilitation equipment, and street sweepers. We partner with leading manufacturers like GapVax, Aries, and Dulevo to deliver robust, reliable infrastructure solutions to municipal, contractor, and utility customers.

Position Overview

We're seeking a motivated, customer-focused Outside Sales Representative to drive sales of our vacuum excavators, combo sewer trucks, and inspection systems. You'll build relationships with key accounts, understand their infrastructure challenges, and present tailored solutions that highlight our high-performance and durable product lines.

Key Responsibilities

- Territory Development & Management
 - Generate pipeline through prospecting, cold calling, and networking within the municipal, contractor, and utility sectors across Tennessee and southern Kentucky.
 - Maintain and grow relationships with existing accounts.
- Product Expertise & Presentation
 - Showcase vac trucks and hydro-excavators
 - Conduct demos and on-site demonstrations of equipment on active job sites and working environments.
- Solution & Quote Development
 - Develop proposals based on customer needs, integrating services, financing, and support from 502's maintenance center
- Collaboration & Training
 - Work with Service, Parts, and Rental teams to ensure seamless delivery and post-sale support.



- Lead product training sessions for customers.
 - Sales Reporting & Administration
 - Manage CRM entries, forecast pipeline status, and meet monthly/quarterly targets.
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Qualifications

- 2+ years in outside sales, preferably in heavy equipment, industrial vehicles, or municipal services.
 - Proven track record in territory acquisition and revenue growth.
 - Technical aptitude with vac truck or utility equipment preferred.
 - Excellent communicator—with presentation and negotiation strengths.
 - Self-motivated, with a strategic, organized work ethic.
 - Ability to travel within assigned territory (overnight as needed).
 - CDL preferred or willingness to get this license.
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What We Offer

- Competitive base salary + uncapped commission
 - Full benefits package (medical, dental, 401k)
 - Company vehicle or mileage reimbursement
 - Ongoing product training and development
 - Dynamic work culture that supports growth and success
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How to Apply

Send your résumé and cover letter to hr@502equipment.com, referencing “Outside Sales – 502 Equipment”. Highlight your experience selling technical or heavy equipment and why you're passionate about helping infrastructure professionals succeed. Please include contact information for 3 references.

About 502 Equipment

502 Equipment is headquartered in LaGrange, Kentucky. The company is a full-service distributor of vacuum trucks, street sweepers, trailer jetters, and pipe inspection/rehabilitation equipment, offering leading brands such as GapVax, Dulevo, Aries,



Harben, and many others. Their customers manage and maintain infrastructure in water, sewer, power, and other critical utilities. 502 Equipment offers sales, service, and rentals to these essential sectors. Founded in 2017, the company was recognized by Louisville Business First as one of the city's Top 10 Fastest Growing Companies in 2024 & 2025.

For more information about what we do, visit 502equipment.com.