



Vicon Machinery

Where Superior Duct Work Begins.

Job Title: Sales & Service Technician

Location: Pevely, MO

About Vicon

Vicon Machinery, LLC manufactures precision sheet metal machinery used in HVAC duct fabrication. Our Pevely, MO location designs, engineers, and builds coil lines, rollformers, and other advanced systems that help shops streamline duct production.

Position Summary

The Sales & Service Technician is responsible for identifying customer needs, recommending Vicon machinery solutions, preparing and following up on sales quotes, and closing deals. In addition, this role supports the service side by assisting with equipment installations, product training, and basic technical troubleshooting. The ideal candidate is sales-driven, technically inclined, and passionate about building strong, long-term customer relationships.

Key Responsibilities

- Identify, develop, and manage relationships with new and existing customers
- Drive sales of Vicon machinery, equipment, parts, and service
- Prepare, issue, and follow up on machinery and service quotes
- Conduct on-site and virtual product demonstrations for prospective clients
- Evaluate client operations and recommend process improvements using Vicon machinery
- Negotiate terms and close sales opportunities
- Support trade shows, open houses, and customer events to showcase Vicon products
- Provide technical support through equipment installations, customer training, and light troubleshooting (mechanical, electrical, or hydraulic)
- Collaborate with engineering, production, and service teams to ensure customer satisfaction
- Travel domestically (and occasionally internationally) as required

Sales & Service
1801 Arctic Avenue
Bohemia, NY 11716
Phone: (631) 563-7234
Fax: (631) 563-7239

Sales, Manufacturing, & Service
(Coil Lines, Rollform, Duct Fabrication)
1180 Mason Circle N
Pevely, MO 63070
Phone: (636) 349-8999
Fax: (636) 326-2097

Sales, Manufacturing, & Service
(Plasma, Laser, Software)
10248 Mercer Pike
Meadville, PA 16335
Phone: (814) 333-2181
Fax: (814) 333-2353

Qualifications

- Proven experience in machinery, industrial equipment, HVAC, or related industry
- Technical aptitude with the ability to demonstrate and explain machinery features
- Hands-on experience with installation, maintenance, or basic repair of industrial equipment a plus
- Strong communication and interpersonal skills for building long-term customer relationships
- Comfortable presenting to both technical and non-technical audiences
- Self-motivated with excellent time management and goal-oriented mindset
- Ability to travel frequently to customer sites

Why Vicon?

- Competitive compensation and benefits package
- Full benefits package (Paid time off, health, 401k).
- Opportunities for career growth in a stable and expanding industry
- A dynamic work environment where no two days are the same

What We Offer

- Competitive wages with opportunities for overtime.
- Full benefits package (Paid time off, health, 401k).
- On-the-job training and growth opportunities in advanced manufacturing.
- A supportive team environment within a global company.

To Apply: Please send your Résumé or Curriculum Vitae (CV) to info@spiral-helix.com

Vicon Machinery, LLC is an equal opportunity employer.

We celebrate diversity and are committed to creating an inclusive environment for all employees.