

### **Sales Engineer**

**Reports to:** District, Regional and Divisional Sales Manager

**Primary Duty:** Sell sub-fractional horse power electric motors, drives, fans and associated motion control equipment.

#### **Essential**

#### **Job Functions:**

- Responsible for sales volume, forecasting and sales growth, by maintaining existing customer base and increasing new customer base within designated sales territory;
- Call on current and potential customers such as engineers, designers, or other professional and technical personnel at commercial, industrial, and other establishments and attempts to convince prospective client of desirability and practicability of products or services offered;
- Support distributions sales growth via trainings, support, joint calls, joint marketing and goal setting;
- Manage and follow up on leads in local territory;
- Review customer drawings, plans, and other customer documents to develop and prepare cost estimates and properly engineered products;
- Provide technical support to clients relating to operation of motors, drives and related products;
- Prepare and present customer quotations, trainings, seminars, call reports, and special reports as directed;
- Work with Accounts Receivables to collect delinquent payments;
- Prepare and submit sales reports;
- Share market information working with other departments throughout the organization;
- Participate in the Sales Engineer Certification Program as related to the Technical Knowledge of products.
- Use CRM as necessary to record customer information.

#### **Collateral Duties:**

- May be required to participate in special marketing projects;
- May be required to participate in tradeshow and other corporate promotional events;
- May be responsible to train and work with sales representatives and other third party sales groups;
- Perform other tasks and special projects as needed.

#### **Requirements:**

- Bachelor's degree from four-year college or university;
- 2 years related experience or equivalent combination of education and experience;
- Basic computer skills required;
- Excellent written and verbal communication skills;
- BSEE in related field preferred;
- Must have a valid driver's license, automobile in good condition, automobile insurance and be able to drive.