



TECHNICAL SALES:

Seeking a driven and motivated engineer to join our sales team focusing on growing business with existing customers and developing new business. This position will involve applications engineering, sales support and field service work. Sales Engineers should be comfortable working in a result driven, fast-paced environment.

Position will involve extensive formalized training plus work under a mentor, developing skills and gaining an understanding of our products and services, how we go to market, application engineering processes, etc. as well as business development and sales strategies.

Primary Job Responsibilities:

- Provide integrated application engineering and design support for a wide range of ventilation applications with the goal of providing sustainable products and the latest technologies best designed to meet the customers' needs.
- Work directly with Engineers, Contractors, End Users, and Food Service Dealers.
- Daily tasks include inside sales support, application engineering, outside sales.
- Responsibilities will vary and may include presentations, quotes, drawings, submittals, technical product support, job site visits and hands on troubleshooting as needed.
- Educate and promote our products and services to users in our market. This includes conference calls, meetings, presentations, and product demos.
- Research and develop new business opportunities with new and existing users.
- Top notch customer service and willingness to go above and beyond to serve the customer.
- Quick turnaround times a priority.

Qualifications:

- 0-5 yrs experience
- 4 year technical degree in mechanical, electrical, construction-oriented curriculum.
- Excellent computer, organizational and communication/presentation skills.
- Strong desire to interface with the customer.
- Embrace new technologies and business savvy.
- Passion for work with aggressive nature to succeed.
- Willing to travel for various training opportunities.

Benefits:

- Medical & dental insurance.
- Disability & life insurance based upon election of medical insurance.
- Paid holidays, vacation, and sick days based upon tenure
- 401k with employer match