

Critical Power Sales Engineer

Position Summary:

Full-time position responsible for critical power equipment, design and operation, sales and engineering to increase your clients' reliability

Duties:

- Present products or services in your industry that would be beneficial to your client business
- Ability to read and understand electrical one line diagrams and specifications
- Plan detailed presentations that show clients your product info, pricing and benefits
- Develop products or program suggestions for clients and successfully sell them
- Manage billing and delivery of solid products
- Meet with clients at appointments for sales presentations
- Follow up on solid products to ensure the customer is happy
- Stay knowledgeable your field's updates in science and research by continuing to read and study new data
- Acquire new customers by winning them over from competitors and discovering new opportunities
- Work closely with OEM on pricing, availability, delivery and scheduling services

Requirements:

- Electrical Engineering Background
- High School Diploma
- Willingness and ability to travel 10% to 70% of the time, depending on the position and sales role – territory covering Northern Ohio
- Creativity to approach sales and build customer relationships in groundbreaking new ways
- Excellent written and oral communication skills
- Previous experience in business-to-business (B2B) sales
- Solid experience in your products' industry
- Excellent organizational skills and a keen eye for detail
- Computer proficiency and the ability to accurately enter data and generate reports
- Negotiation and social problem-solving skills
- Ability to work in a high-stress sales environment and multitask
- Ability to provide and maintain good relations with customers
- Interest in working in a team-oriented environment
- Must have a valid driver's license with a driving record (MVR) that meets company's requirements.