

Data Center Equipment 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.

Wadsworth Solutions is an equal opportunity employer and provides fair and equal treatment to all individuals, employees, and applicants for employment, regardless of race, color, religion, age, sex, sexual orientation, gender identity, pregnancy, national origin, disability, genetic information, military / veteran status, or any other protected group status under federal, state, or local law.

Pre-employment drug testing required.

Please contact dchamberlain@wadsworthsolutions.com