

Job Description

Position: National Sales Engineer
Department: Sales

Our organization has designed and manufactured AC Power and Communication Surge Protection Equipment for residential, commercial, and industrial applications for over 20 years. Our objective is not only to meet continually changing standards within our industry but also to continue to be a benchmark through innovation, design, technology, and product pace in the development of surge protection products.

The position of Sales Engineer will be responsible for the selling of surge protection and power monitoring equipment and / or services and coordinating sales efforts with national independent manufacturer representatives. The Customer base will consist of OEMs, end-users, distributors and Utility Companies.

Responsibilities will include the following:

- Actively seek new sales and manage existing sales.
- Coordinate sales efforts with independent manufacturer's representative.
- Directly interface with customers to assess their power quality needs and requirements.
- Understand customer applications and operating requirements including: AC power, networks (LANs and WANS), grounding, bonding and shielding issues, structural lightning, backup and power conditioning systems and site/facility wide surge protection.
- Promote the company and product line at tradeshow.
- Conduct high level sales presentations.
- Assist in training of national rep organizations.
- Conduct customer seminars on PQA issues.
- Work with internal engineering and sales staff.

Requirements:

- Familiar with the various electrical and data systems and environment. Familiar with IEEE Standards and UL requirements.
- Full understanding of test standards and equipment to perform tests.
- Knowledge of test lab capabilities and the ability to use the equipment therein.
- Proven organization skills, exceptional written, verbal and social skills and a proven self starter.
- E.E. or M.E., from a Nationally Accredited and Recognized Institution is desirable.
- Bilingual is a plus.

Note: This position will involve extensive air travel throughout the continental United States. Approximately 60%-80% of time may be spent traveling to multiple customer locations, which may be a great distance apart and need to be visited in a short period of time.