

**Sales Engineer:**

- LIC NY based electro-mechanical products manufacturer is seeking a Sales Engineer to join our team

**Job Purpose:**

- Identify end user and OEM's having applications that fit company's product line.

**Duties:**

- Service existing accounts obtain orders and establish new accounts using company and outside resources.
- Develop sales tools to develop sales and customer base
- Keeps management informed by submitting activity and results reports, including daily call reports, weekly work plans and periodic territory analysis
- Monitors competition by gathering available information on pricing, product lines, marketing techniques, trade show exhibitor, etc.
- Makes recommendations changes in products, service and policy by evaluating results and competitive developments.
- Resolve customer complaints by investigating problems, developing solutions, preparing reports, making recommendations to management
- Maintains professional and technical knowledge by attending management approved education workshops, reviewing professional publications, establishing personal networks, participating in professional societies.
- Contribute to team effort by adhering to company policies while increasing sales volume.

**Skills/Qualifications/Requirements:**

- Associates Degree, basic knowledge of electrical circuits and controls, experience with rep organizations selling multiple lines, including electrical and mechanical heating equipment, industrial, OEM and engineered equipment. Customer service skills, meeting sales goals, closing skills, territory management, prospecting skills, negotiation, self-confidence, product and market knowledge. Presentation skills, client relationships & motivation for Sales

- Familiarity with UL, ASME and NEC is a plus

Base salary plus commission and benefits package based on experience.

**Career Level Required:** Experienced (Non-Manager)

**Experience required:** 5+ to 7 years

**Education Required:** Associate Degree

**Job Type:** Employee

Please respond to HR: [kruegamer@sussmancorp.com](mailto:kruegamer@sussmancorp.com)