



Job Description – Senior Electrical Sales Engineer

Overview

A small but growing office in Morris county NJ is looking for Senior Sales Electrical Engineer to help reach the next level. The company is a subsidiary of a UK based company and sells instruments, services, and consulting to the electric critical power industry in North and South America.

Job Description

The Senior Sales Electrical Engineer is responsible for providing technical support and generating sales in the company's sales territory which consists of the US, Canada, Latin and South America. The majority of work is focused on opportunities in the USA and Canada. The company utilizes manufactures representatives in defined sales territories in the US and distributors outside the USA. This is a technical sales position that requires being able to solve application issues and interpret test results. Tasks will include presenting and demonstrating the company's partial discharge instruments along with promoting our asset management software and consulting services. The company sells to Data Centers, Power Utilities, Petrochemical & Manufacturing power users and electrical service organizations. The majority of customer interface will be with lead power engineers at these types of facilities. This is a unique opportunity to make a real difference in a small company where your skills have a direct impact on its success.

Major responsibilities include

- Work with existing sales channels to generate leads, visit customers, quote opportunities, forecast, and close business.
- Attend walkthroughs and onsite meetings as required to assess site conditions and develop scopes of work.
- Interpret electrical drawings, specifications, codes, standards to develop an optimized solution.
- Report to the President of the company on issues, successes, and technical needs.
- Work with sales channels to schedule and visit customers to promote and demonstrate products and services.
- Continually review sales channel performance and recommend making changes if necessary. Recruit new representatives as needed.



- Travel to customer sites (estimated to be approximately 60%) Responsible for scheduling all flights, hotels, etc. Expense reports are to be submitted monthly.
- Collect and maintain contacts and input into company CRM system.
- Generate quotes and proposals and input into CRM system.
- Work with UK home office at times create proposals for consulting and services other than instruments. This consists of collecting costs, calculating profitability, and writing detailed technical and commercial proposals.
- Maintain three month rolling forecast in CRM system. Responsible for providing monthly forecast to President.
- Provide technical support for products when customers call.
- Provide products sales and training webinars.
- Create or tailor presentations specific to the customer opportunity
- Coordinate getting demonstration products to customers which includes training them.
- Attend trade shows and conferences as necessary. Write and present technical papers at conferences and write magazine articles.
- Occasionally will perform on-site field work to test MV electrical assets. This includes collecting the data and writing final report.

There will also be ad-hoc and project work such as you'd expect in a growing, dynamic company.

Requirements

- 5+ years' experience in technical sales
- Experience in MV, HV, and EHV electric power market in North America
- Detailed knowledge of medium voltage distribution equipment in private networks
- Expertise with MS Office (Word, Excel, and PowerPoint)
- Experience with a Customer Resource Management (CRM) system
- Must have car, valid driver's license, and valid passport
- Must be willing and able to travel independently by car and air throughout North America

Key Selection Criteria

- Detail oriented individual with excellent written and oral communication skills and organizational skills.



EA Technology LLC
400 Morris Avenue, Suite 240,
Denville, NJ 07834

t +1 (862) 261-2759
e sales@eatechnologyusa.com
www.eatechnologyusa.com

- Must be flexible, outgoing and a team player
- Strong sales and customer service ability
- Experience in new lead generation in the US power market
- Track record of increasing sales figures
- Ability to work independently and unsupervised required
- General knowledge with import and export processes
- General knowledge of small business management
- Specific experience in data center power reliability and testing a plus
- Ability to speak and correspond in Spanish is a plus

Environment

Position requires frequent and regular computer and phone use.

Workplace is a smoke and drug-free environment.

Equal opportunity employer.

Light shipping requires packing and lifting up to 40 pound packages.

Position includes all travel cost reimbursement, including car and mobile phone allowance.

The position is ideally based in the office but remote locations conducive to easy travel to customers will be considered. Relocation is not provided.

To Apply

Applications must include cover letter describing interest in this position, resume, and salary requirements. Incomplete applications may not be considered.

Forward in confidence directly to employer at Jorge.Rivera@eatechnologyusa.com

No brokers please.