



Job Description

Job Title: Sales Engineer

Department: Sales

Reports to: General Manager

FLSA Status: Exempt

Job Description

The Sales Engineer is responsible for the growth and promotion of all Bradleys Services. This role will assist the Sales Manager and Inside and Outside sales personnel on specific projects and work directly with the Electrical Engineer and staff in Load Test. The Sales Engineer will travel to Motor, Generator, Compressor and Pump Manufacturers to sell Load Test services and Service Contracts.

Job Duties

Sales:

- Assists Outside and Inside sales on specific projects and works directly with Electrical Engineer and Load Test.
- Top Down Sales for all Customer Technical Positions
- Responsible to grow Load Test and Large Motor repair sales.
- Review Large Motor diagrams when quoting large new motors.
- Sell Field Service to new and existing Customers (MFGRs).
- Travel to Motor, Generator, Pump, MFGR facilities to sell Load Test and Service Contracts

Technical:

- Create and manage customer technical documentation.
- Provide technical training to customer and internal organization
- Manage and develop training at customer sites.
- Technical Sales Support when needed by outside or inside sales.
- Attend Technical Seminars PCIC, LEMUG, etc.

Skills/Qualifications

- Strong writing, documentation, and speaking skills.
- Demonstrated ability to understand and present complex material in comprehensible terms.
- Consultative selling skills
- Strong presentation skills in a sales environment - able to manage own schedule and be accountable in a fast-paced environment.

- Knowledge of principles and methods for showing, promoting, and selling products and services
- Knowledge of Search Engine Marketing (SEM) and Search Engine Optimization (SEO)
- Relationship building skills across all departments
- Ability to use technology and analysis tools (Excel, Outlook, web, databases)
- Ability to understand, perform and retain various job-related training and operational procedures.
- Time Management
- Must be available to work overtime and weekends as needed
- High level of integrity and honesty
- Ability to follow-through
- Continuing education; personal development
- Must follow all ISO quality processes, programs, and procedures

Education & Work Experience

- Bachelor of Science Degree in Reliability, Electrical or Mechanical Engineering.
- 5 years of technical sales/sales support experience, including Industrial experience and electric motor repair experience.
- Ability to travel 10 - 25% of the time