



EMERSON SWAN

A Swan Group Company

POSITION DESCRIPTION

Position Title:	Sales Engineer
Reports To:	Regional Manager
Position Location:	Pittsburgh, PA
Pay:	Base pay plus bonus/incentive

Position Summary

Promote and/or sell equipment used in HVAC systems as represented by Emerson Swan. Serve as factory and customer liaison to recommend products and system design. Customers are primarily mechanical engineers, mechanical and piping contractors, wholesale distributors, building owners and maintenance personnel.

Essential Functions

- Act as contact between manufacturer and its existing and potential markets;
- Visit potential customers to prospect for new business;
- Develop and maintain relationships with existing customers via meetings, telephone calls and emails;
- Promote manufacturers equipment and systems;
- Gather market and customer information;
- Gain a clear understanding of customers' businesses and requirements;
- Make accurate, rapid cost calculations, and provide customers with quotations;
- Negotiate variations in price, delivery and specifications;
- Negotiate the terms of an agreement and close sales;
- Meet established sales quotas and revenue goals;
- Record sales and order information and send copies to sales office;
- Advise on forthcoming product developments and special promotions;
- Review own sales performance, and aim to meet or exceed targets;
- Work directly with engineers on the scheduling and specifying of ES represented manufacturers;

Education, Experience and Miscellaneous Requirements

Education: Engineering degree preferred. Other undergraduate degree with demonstrated strong mechanical aptitude will also be considered.

Experience: Minimum three years' experience in residential and commercial/industrial sales working with distribution wholesalers, contractors and engineers. Background in engineered equipment sales in the construction/contracting markets preferred.

Miscellaneous: Must be a self-starting, results-oriented competitor. Requires excellent verbal and written communication skills, including well-developed presentation skills, and excellent customer relations skills.

Travel: Position requires frequent travel in assigned territory. Some overnight travel is required.