

Orenco Systems, Inc.

Job Description

Job Title: Sales Engineer-Composite Prod **Job Code:** SENGCP
Salary Grade: 24
Department: Sales-Composites **FLSA Status:** Exempt

GENERAL POSITION SUMMARY:

This is an advanced level sales position that identifies, qualifies, pursues, and secures new business opportunities for the company. The Sales Engineer-Composite Products will identify and pursue new prospects and actively and diligently promote and solicit orders working with engineers, municipal/utility workers, OEM, and other key business associates such as Manufacturing Reps to sell Orenco composites/fiberglass products. The incumbent will work through various building layout/options, prepare quotes, follow-up with prospects and customers, maintain customer records, and will oversee product training, market education, and business development. The Sales Engineer-Composites Products will work with contractors and others to oversee and facilitate delivery/logistics and product installation.

RESPONSIBILITIES:

Essential Functions:

- Presents and sells company products to current and potential customers.
- Provides product demonstrations to engineers, municipalities, and others.
- Develops and maintains sales materials and current product knowledge.
- Performs product layout and quoting.
- Follows up on projects throughout the sales cycle.
- Communicates with manufacturing engineering and manufacturing departments to ensure correct development of submittal drawings, sales orders, and delivery of product to customers.
- Receives and evaluates customers' specifications, drawings and plans, providing suggestions and recommendations.
- Develops sales plans and strategic plans to grow sales in territories and product lines.
- Regular attendance is required.

Nonessential Functions:

- Performs other duties as assigned.

EDUCATION:

BS Degree in technical field or business is preferred.

KNOWLEDGE/SKILLS/EXPERIENCE:

- 5 years sales experience
- 50% travel
- Strong written and verbal communication skills.
- Proficient in the use of Microsoft Office Suite of software.

- Must have satisfactory driving record, maintain valid drivers license, and current insurance on personal vehicle if used for business. Must meet company insurability requirements.

TOOLS AND EQUIPMENT:

Calculator	Computer	Copier
Multi-Line phone	Printer	Vehicle

WORKING CONDITIONS:

Office environment with exposure to outside elements when traveling or conducting field work. Operation of a motor vehicle and air travel.

PHYSICAL REQUIREMENTS:

Speaking, hearing, seeing, prolonged periods of sitting including extended time viewing a computer screen, reading, writing, and keyboarding. Intermittent physical activity including standing, walking, climbing stairs, reaching, bending, stooping, and light lifting, lifting over 71 lbs. must be assisted.

Airplane travel and operation of a motor vehicle with the ability to visit project sites that are situated on a variety of developed and undeveloped terrain/locations.

Last revised: 4/10/2019