

Regional Sales Engineer Job Description

Reports To	Vice President, Sales & Marketing
Department	Sales
FLSA Status	Exempt
EEO Classification	First/Mid Officials & Mgr

Primary Purpose

The purpose of the Regional Sales Engineer for the Eastern portion of the U.S. market is to increase customer relations, regional sales, profitability and market penetration while supported by our team of Inside Sales Representatives and Engineering. The Regional Sales Engineer will act as trusted advisor to our customers and are responsible for customer relationship management, application engineering, project management, and for developing and executing plans for growing sales in the assigned territory. Candidates will be a well-organized, self-starter who is interested in a job that challenges their ability to design solutions for some of the most successful companies in the U.S.

General Description

Essential Duties and Responsibilities include the following. Other duties may be assigned.

- Customer relationship management.
- Call on customers within assigned territory, on a regular basis.
- Travel to meetings for sales and support including, but not limited to, customer sites, sales meetings and project training meetings.
- Respond to inbound customer calls for sales, service and support, and utilize inside sales and service resources to fulfill requests.
- Working with customers to coordinate quotations through our Engineering Group.
- Assist customers with technical questions.
- Assist inside sales staff with prospecting, mailings and other activities related to obtaining sales goals.
- Project management
- Ambitious and performance-driven personality.

Minimum Experience And Qualifications

- Education: College degree in Engineering, Business or similar.
- Experience: 5+ years' experience working in territory sales, or a closely related field. Experience in fluid processing, fluid handling, hydraulic systems and/or working with OEM accounts. Strong computer skills, including Excel and Word proficiency. Willingness to travel when required.

Willingness to continually embrace personal and professional development.

Physical Demands

Physical activities typically performed while on the job.

Mental And/Or Visual Demands

Mental and/or visual demands typically sustained while on the job.

<u>Demand</u>	<u>Frequency</u>
Critical-Thinking Skills	Constantly (80%-100%)
Problem-Solving Skills	Constantly (80%-100%)
Use eyes to see for daily functions.	Constantly (80%-100%)

Work Conditions

Work Conditions typically encountered on the job.

By signing and dating, all parties acknowledge the accuracy, completeness, clearness, and conciseness of the position; that essential functions are aligned with organizational goals and objectives; that compliance with all applicable legal considerations has been met, and that the employee understands the job requirements.

Employee	<i>Print Name</i>	<i>Sign</i>	<i>Date</i>
Supervisor	<i>Print Name</i>	<i>Sign</i>	<i>Date</i>
Human Resources	<i>Print Name</i>	<i>Sign</i>	<i>Date</i>
Executive Management	<i>Print Name</i>	<i>Sign</i>	<i>Date</i>