

## **SUMMARY**

OUTSIDE SALES ENGINEER CAREER / SALES AREA TENNESSEE,

Regulators, Control Valves, Analyzers, Flame & Gas

**ESSENTIAL DUTIES AND RESPONSIBILITIES** include the following:

1. Researching customer needs and developing application of technical products and services in an effective manner by:
  - Determining market strategies and goals for each product/service;
  - Researching and developing lists of potential customers;
  - Conducting market research to determine customer needs and providing information to other staff;
  - Evaluating product marketability in terms of customers' technical needs;
  - Following up on sales leads and developing leads;
  - Maintaining up-to-date understanding of industry trends and technical developments that effect target markets and keeping other staff abreast of developments;
  - Establishing and maintaining industry contacts that lead to sales;
2. Developing and delivering sales presentations to key clients and closing sales in coordination with Sales Manager in a professional and effective manner by:
  - Developing sales and marketing proposals for customers in the Chemical, Pharmaceutical, Water/Waste Water, Food & Beverage, Pulp & Paper and Power industries on technical products and services;
  - Making presentations of proposals;
  - Developing and executing technical presentations/workshops;
  - Making regular sales calls to develop relationships and follow up on leads;
  - Acting to close deals and finalizing details
  - Participating in sales forecasting and planning in an effective manner;
3. Preparing periodic sales reports showing sales volume, potential sales, areas of proposed client base expansion, profitability, etc.;
4. Monitoring and evaluating the activities and products of the competition;
5. Communicating with co-workers, management, customers and others in a professional and courteous manner;
6. Ensuring company policies and procedures are followed, safe working conditions are maintained and safety procedures are followed and uses appropriate safety equipment, if any;
7. Other related duties as assigned.

## **SUPERVISORY RESPONSIBILITIES**

This job has no supervisory responsibilities.

## **QUALIFICATIONS**

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required

## **EDUCATION and/or EXPERIENCE**

Bachelor's degree (B.S.) or equivalent within the Engineering discipline Bachelor's degree preferred but A.S. acceptable with equivalent experience. Outside Sales, Marketing, Management/Development experience required. Extensive understanding of valves, regulators, controls a plus. Consideration will be given equivalent work experience.

## **LANGUAGE SKILLS**

Ability to read, analyze and interpret technical drawings and electrical schematics, general business periodicals, professional journals or technical procedures. Ability to write reports, business correspondence and procedures manuals. Ability to effectively and professionally present information and respond to questions from groups of managers, customers and employees.

## **MATHEMATICAL SKILLS**

Ability to work with mathematical concepts and apply concepts such as fractions, percentages, ratios, and proportions to practical situations. Ability to convert standard measurement to metric, calculate measurements of gas, temperature, balance air or water flow, etc.

## **REASONING ABILITY**

Ability to define problems, collect data, establish facts, and draw valid conclusions. Ability to interpret an extensive variety of technical instructions in mathematical or diagram form and deal with several abstract and concrete variables in situations where only limited standardization exists. Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form.

## **CERTIFICATES, LICENSES, REGISTRATIONS**

Valid Driver's License and good driving record; extensive overnight travel. Working knowledge of Microsoft Office products (Word, Excel, etc.)

## **PHYSICAL DEMANDS**

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. While performing the duties of this job, the employee is regularly required to use hands to handle, or feel to manipulate parts or operate office equipment; reach with hands and arms; and climb or balance. The employee frequently is required to stand and talk or hear. The employee is occasionally required to walk and stoop, kneel, crouch, or crawl. The employee must regularly lift and/or move up to 25 pounds and frequently lift and/or move up to 50 pounds. Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception, and ability to adjust focus.

## **WORK ENVIRONMENT**

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job.

While performing the duties of this job in the office, for the most part, ambient room temperature, lighting and traditional office equipment as found in a typical office environment. The noise level is usually moderate.

The performance of this position may occasionally require exposure to the manufacturing, shipping/receiving areas where, under certain areas, the noise level is high.

While performing the duties of this job in the field, the employee may be regularly exposed to wet and/or humid conditions.

## **INTERESTED?**

Please submit your resume with salary history, to [harmon.phillips@controlmgmt.com](mailto:harmon.phillips@controlmgmt.com)

Control Management Technology, LLC. is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex or national origin.

Control Management Technology, LLC. utilizes E-verify, run background checks to include MVR, when applicable, and drug screens.