

CAREER OPPORTUNITY

POSITION: **FIELD SALES APPLICATION ENGINEER - EAST BAY 1 (E1)**

DEPARTMENT: **FIELD SALES**

JOB # **552002-19**

AVAILABILITY: **IMMEDIATE OPENING**

QUALIFICATIONS:

- Bachelor's degree in electrical or mechanical engineering preferred.
- Electrical, electronic and/or pneumatic background preferred.
- Previous industrial/electrical or automation sales experience preferred.
- Industrious, organized, determined, self-starter with the ability to close orders and provide post-sales support.
- Professional appearance and attitude.
- Proficient using the Microsoft Office Suite.
- Ability to present to multiple levels within a customer.

ESSENTIAL JOB FUNCTIONS:

- Take the lead role in selling all product lines represented by Steven Engineering by establishing working relationships with accounts in designated territory.
- Maintain relationships with an already established customer base and develop new sales opportunities within those accounts.
- Develop territory sales and marketing plan in conjunction with Southern California Field Sales Manager.
- Generate new business in the territory.
- Provide technical support for specifying new products and trouble-shooting existing products.
- Ensure timely response to customers and serve as the key contact and liaison for customers to ensure total customer satisfaction.
- Work closely with customers, suppliers, and internal Steven Engineering staff to evaluate and identify customer requirements.
- Investigate and resolve disputes and claims.
- Participate in training sessions, trade shows, seminars and sales meetings.
- Research shows, expositions and other mass marketing events in territory.
- Occasional night and/or weekend travel is required.

HOURS OF WORK:

As necessary to profitably increase sales.

PAY RANGE:

\$80,000 - \$95,000 per year plus commission. DOE.

STEVEN ENGINEERING PROMOTES AND THRIVES IN A TEAM ENVIRONMENT.

This job description is not intended to be all-inclusive, and employee will also perform other reasonably related business duties as assigned by immediate supervisor and other management as required. Steven Engineering reserves the right to revise or change job duties as the need arises. This job description does not constitute a written or implied contract of employment. It is Steven Engineering's desire and process to hire candidates best suited for the position and to seek employees that meet the criteria for the position without regard to age, ancestry, color, disability, ethnicity, marital status, medical condition, national origin, race, religion, sex, sexual orientation, protected veteran status or on the basis of disability. Steven Engineering is a diverse workforce and, as such, every effort is made to encourage women and minorities to apply.

Steven Engineering will consider qualified applicants with criminal histories in accordance with the San Francisco Fair Chance Ordinance and the Los Angeles Fair Chance Initiative For Hiring Ordinance.

HOW TO APPLY:

Internal Candidates – Please contact a member of your Human Resources team for an Employee Transfer Request Form.

Submissions by **e-mail: hr@steveneng.com**

Our job number **552002-19** MUST be referenced on the subject line to be considered for this position.

Online: **www.StevenEngineering.com/Corporate/EmployOpps.html**

EOE