

VECTOR



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Vector Controls and Automation Group Outside Sales Engineer Job Description

- Call on end users such as engineers, maintenance managers, purchasing personnel or other technical and professional personnel at industrial, and other supportive clients to provide solutions and act as a trusted advisor in applying our portfolio to their application needs.
- Review specifications, application requirements, and other customer documents to develop and prepare cost estimates and quotations, project budgets, and/or daily maintenance application needs.
- Prepare or propose changes in equipment, processes, or use of materials or services which would result in cost reduction or improvement in operations and efficiencies.
- Provide ongoing technical support to customers relating to use, operation, and maintenance of any and all Vector supplied equipment.
- Propose and prepare service contracts for products and services.
- Provide technology overviews and seminars to groups.
- Develop and grow a territory by generating product and business solution sales.
- Develop a sales growth plan and report out as needed

Preferred: Business or Engineering Degree; Industrial Sales Experience

