

Job Title: Sales Application Engineer I

Department: Inside Sales

Purpose:

The Sales Application Engineer I is the primary technical resource for the field sales force, responsible for actively driving and managing the technology evaluation stage of the sales process. This role must also be able to identify and provide reliable solutions for all technical issues to assure complete customer satisfaction.

General Qualifications:

Requires:

- Demonstrated ability to provide sales application support for technical products.
- Demonstrated written, verbal, computer and interpersonal skills.
- Bachelor's Degree in Engineering or other related field.
- 1-5 years related experience.
- Ability to effectively utilize UE's contact-management software.
- Ability to work in a team-based environment.
- Willingness to periodically travel to customers, meetings and tradeshow.
- Gas detection and/or wireless experience is a strong plus

Typical Responsibilities:

- Maintain expert level of product knowledge and application.
- Provide technical and application assistance to develop major new business, working closely with UE's Regional Sales Managers.
- Provide technical support and knowledge to customers and distributors for existing projects and new projects.
- Work with customers to troubleshoot and solve any product issues or problems.
- Enter new opportunities in CRM, and hand over to Inside Sales for follow up/quotations.
- Take a leading role in product and application training for the distributor network, major customers and internal departments.
- Visit major accounts and new business prospects with UE Regional Sales Managers to gain knowledge of application and technical requirements, to support the sales effort to retain or develop the account, and help qualify new business opportunities.
- Maintain safe work environment by following the company safety rules.
- Perform other duties as assigned.

Supervision:

Reports to Inside Sales Manager