SALES ENGINEER

Posting ID: EM17A15020

Company: Schneider Electric

Position Type: Full-Time

College Major(s): Construction Management (CEM), Electrical/Computer Engineering (EE/CpE)

Company Website: https://www.schneider-electric.us/en/

Work Location: Las Vegas, NV

Salary:

College Level(s): Undergraduate-Junior, Undergraduate-Senior, Graduate Student, PhD. Student

OVERVIEW

We are leading the digital transformation of energy management and automation. We make it possible for IoT-enabled solutions to seamlessly connect, collect, analyze and act on data in real-time delivering enhanced safety, efficiency, reliability, and sustainability. Discover EcoStruxure™: the next generation of active energy management and automation architecture.

This position is accountable for the promotion and sale of a broad range of electrical power distribution products/solutions/services within an assigned district under the direction of the Sales Manager located in Salt Lake City for the projects and services division. This position specifically supports the full range of installed base service offers including but not limited to, Engineering services, Turnkey, Maintenance contracts, direct replacement circuit breakers and motor control center buckets, start up and equipment repairs. Develops new sales opportunities, pursues sales leads and addresses the needs of larger accounts. Utilizes excellent products/solutions/services and customer knowledge to act as a consultant for high-level customer contacts regarding customer's present and future needs. Encourages partnering as a means toward account penetration and increased profitability.

Roles and Responsibilities

• Sets goals and objectives, develops sales/business plans, establishes call plans and strategies, develops account profiles and executes the sales plan. Applies market and account skills necessary for dealing with specific, high-level target customers.

• You will Identify and develop account penetration strategies

• Maintains a high level of customer happiness through in-depth knowledge of customer's
organization, growing account dedication, timely communication, and follow up.

• Fosters strong working relationships with Schneider Electric Field Office sales teams, Operations team, Post Shipment Plant contacts, and external distribution channel personnel.

**Education and Qualifications**
• Technical knowledge of electrical distribution and electrical switchgear and switchboard construction

• Knowledge of Square D, GE, Westinghouse, Federal Pacific, and Allis Chalmers legacy switchgear and switchboards

• Proficient in MS Word, Excel, Powerpoint, and Salesforce.com

• Ability to present engineering services and retrofit solutions to end user customers.

• BSEE would be a plus

**How to Apply**  
https://www.linkedin.com/jobs/view/437975083/?recommendedFlavor=SCHOOL_RECRUIT&refId=bc81f9fa-42a1-4467-9462-3b65c8d3aac0&trk=eml-jymbii-organic-job-card&midToken=AQFK6lTbFTW3A&trkEmail=eml-jobs_jymbii_digest-null-8-null-null-6v8c3–j9ya94em–ok-null-jobs~view&li=urn%3Ali%3Apages%3Aemail_jobs_jymbii_digest%3BOaQpNa3xQA081MV4oZluYw%3D%3D