



## **Outside Sales Engineer**

We are a well-established manufacturers' representative firm focused on representing some of the largest manufacturers of power electronics. We are expanding our outside sales force and are seeking a motivated, experienced sales person with an engineering background and field sales experience to be based in Illinois.

### **Qualifications**

- Bachelor's Degree; technical degree preferred
- Minimum 2 years field sales experience
- Must possess excellent verbal and written communication, organization, presentation, and exceptional interpersonal skills.
- Demonstrated success in maintaining and growing existing business as well as proactively looking for and securing new opportunities leveraging a multi-line synergistic product portfolio
- Strong business acumen, problem solving, and analytical skills with a proven track record of qualifying business opportunities, conducting needs assessments, and securing the business.
- Proficiency with Microsoft Office and CRM database tools
- Personal commitment to exceptional customer service
- Strong professional sales drive

### **What We Offer**

- Competitive base salary and commissions
- Medical, Dental, and Disability insurance
- Retirement plan
- Paid vacation

Please submit your resume to [stierney@era.org](mailto:stierney@era.org)

---