



Engineered to order. Built to last.

## Senior Sales Engineer

### Position Summary:

Reporting to the Director of Product Management, The Senior Sales Engineer is expected to make decisions to assist the Application Engineering team and Sales Team to successfully complete quotations and orders on time, within scope and in accordance with authorized cost figures. He/She will also build positive professional relationships with our internal and external customers.

### Position Responsibilities:

- Provide technical and commercial assistance to the Application Engineers to allow them to complete quotations, and negotiate final pricing based on competitive market information within agreed time frame
- Determine, if necessary, to run and manage any Technical Bid Review (TBR) meeting. He/She will manage any after-TBR activities until completion
- Support application and order management for our “blanket” type or key strategic customers
- Serve as Key Account Manager for G&W’s large and strategic accounts. This responsibility includes acting as the Advocate for the customer within G&W and may extend across multiple product lines
- Conduct training of G&W products for Application Engineers and customers at various G&W facilities or customer sites. Senior Sales Engineer will be develop all training Power Points and other related documentation required by the customers application
- Work with customer and sales representatives to design and develop custom solutions to satisfy the customers’ requirements while maintaining company profitability. Serve as the technical “backstop” for issues relating to application performance. Identify and write application guides for G&W products
- Consult with various departments within G&W Electric as appropriate to resolve technical issues that arise during the opportunity lifecycle
- Identify opportunities to develop technical papers and sales success stories. Prepare those documents as additional sales tools for G&W Sales Team
- Ensure order development activity is customer focused, results orientated, performance driven and in compliance with all applicable internal and external requirements
- Maintain strong support for and interact with the Regional Vice Presidents and outside sales representatives in the bid process which includes quotation development, order spec review and all order management activities
- Point person for sales calls required by the Sales Team. This includes general customer visits, demos, training sessions, and Lunch and Learns
- Provide timely and effective communication to internal and external customers. Internal customers are defined as any G&W Entity; external customers are defined as any G&W Sales Representative, Regional Vice President and end users of G&W equipment
- Maintain customer files, including customer’s specific requirements as defined within the team’s protocol including but not limited to ISO or G&W Work Instruction or procedure
- Attend sales meetings and trade shows as appropriate

### Required Qualifications:

- Bachelor’s degree required, Electrical Engineering degree preferred
- Minimum 5-8 years experience working in an application engineering or comparable role
- Must be fluent in Microsoft Office Project, Word, Excel, Powerpoint and Access
- Must have the ability to multi-task, excellent phone skills, negotiating skills, technical writing skills, order specification writing and organizational skills
- Ability to read, analyze, and interpret the complex technical documents.
- Ability to respond effectively to inquiries or complaints from Sales, Service or the customer base.

To apply please send your resume to [careers@gwelec.com](mailto:careers@gwelec.com) or apply via Linked In.

**APPLICATIONS SUBMITTED WITHOUT A RESUME WILL NOT BE CONSIDERED.**