



Example of Field Engineer & Sales Job Description

Powered by www.VelvetJobs.com

Our growing company is looking for a field engineer & sales. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for field engineer & sales

- Act as cross-business units contact point for the EAS Flow accounts and on the assigned geographical area
- Develop a MRO plan for Flow Business Unit
- To actively promote the Flow Solutions within the Plantweb Concept through the support of the Roadshow, Seminars and Exhibitions
- Maintain relationships with Alliance Partners, System Integrators etc when & where appropriate
- Input to monthly POR via PATT updates and POR reports
- Develop and maintain sales relationships with all levels/sizes of customers
- Provide feedback to product lines, and give data for sales pipeline
- Sell products and services to existing and new customers in the field
- May be required to handle the largest accounts and/or the most complex products as directed by VP Operations
- Provide conservation technical/engineering support to large commercial and industrial customers with significant focus on targeted conservation programs

Qualifications for field engineer & sales

- Bachelor's degree with major in Electrical, Computer, Mechanical Engineering, or Computer Science, or similar
- US citizenship due to customer security requirements
- Experience selling to Aerospace and Defense account desired
- Ability to develop and nurture executive level relationships (Director and above)

