

## Sales Engineer

BurnsCascade is one of the Northeast's largest suppliers of manual, actuated, pressure and safety relief valves; flow, level, pressure, temperature, analytical instrumentation as well as heat tracing, snow melting, floor warming and fire rated cable products. BurnsCascade is seeking a Sales Engineer for both the Syracuse, NY and Rochester, NY territories; 2 positions are available.

### Essential Duties & Responsibilities:

- Provide application and technical support to customers
- Quickly qualify, evaluate and respond to customer inquiries in an effort to qualify high value sales prospects
- Effectively probe the customer to determine the application, their technical requirements and recommend Measurement and Control solutions
- Prepare quotations and project bid specifications
- Review and approve product applications
- Maintain adequate records to document price quotations, decisions, progress and results of activity
- Understand and implement commercial issues and terms
- Use available resources such as sales leads, literature, samples & demos, phones, Web & email, computers and regional & corporate support staff and services to produce the most effective results
- Develop a thorough understanding of the features, benefits, and potential applications for BurnsCascade's entire product portfolio
- Exercise strong administrative, organizational and communication skills
- Conduct all business in a professional, honest, ethical, moral and lawful manner

### Education and/or Experience Requirements:

A four-year technical degree relating to process control and/or instrumentation, or equivalent experience. Ideally, a candidate would have a four-year degree in technology, with course work, or experience in sales and/or marketing. Candidates must have previous related experience of 3 years with Control Valves and Process Control Instrumentation. Proficient use of personal computers is required as well.

### Communication Skills Requirements:

The ability to read, analyze and interpret general business periodicals, professional journals, technical procedures, bid specifications, or governmental regulations. Ability to write reports and business correspondence and the ability to effectively present information and respond to questions of managers, clients, customers and the general public is desirable as well.

### Salary & Benefits Information:

Salary is contingent upon experience and education. The company offers excellent incentive programs, medical benefits and retirement plan. BurnsCascade is an Equal Opportunity Employer.

### Contact:

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