



A DIVISION OF BURNSCASCADE

Sales Engineers

The L.H. Boleky Company, a division of BurnsCascade, has earned a reputation for supplying quality instrumentation and control solutions. With a strong emphasis on customer service, our "hands-on", face-to-face sales engineers are factory trained to help solve your process control needs. The company specializes in temperature, flow, moisture and steam specialty products. BurnsCascade is seeking a Sales Engineer for the L.H. Boleky Company. **We have a current opening in the Southern West Virginia/Kentucky territory.**

Position Responsibilities:

- Provide application and technical support to customers.
- Quickly 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 and demos, phone, Internet and email, computers and regional and 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:

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 should have previous related experience of three years with Control Valves and Process Control Instrumentation. Proficient use of personal computers is required as well.

Communication Skills Requirements:

Ability to read, analyze and interpret general business periodicals, professional journals, technical procedures, bid specifications, or governmental regulations. The ability to write reports and business correspondence as well as 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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