



Sales Engineer

BurnsCascade is a leading manufacturer's representative of industrial measurement and control equipment. We are one of the Northeast's largest distributors of Control Valves and Systems, Pressure and Vacuum Protection Devices, Temperature and Energy Maintenance Systems, and Process Control Instrumentation. If you would like to find out more about us please visit www.burnscascade.com. We are Experts in Measurement and Control. The combination of our quality products and our employees providing application support, product selection assistance and after-sales service and support makes the difference. BurnsCascade is seeking a Sales Engineer for our New England territory..

ESSENTIAL DUTIES AND 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 and demos, telephones, 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 are 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. You should 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:

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; Ability to effectively present information and respond to questions of managers, clients, customers, and the general public.

SALARY:

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

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