

Job Description

Job Title: Sales Engineer
Department: Sales

JOB PURPOSE

This is a technical sales position to interface between the customer, ATS Engineering and Operations.

JOB RESPONSIBILITY SUMMARY

- Evaluate customer's requirements and provide preliminary single line diagram and descriptive text of the system for discussion.
- Review preliminary proposals with Engineering to develop a budgetary quotation.
- Generate quotations using the MRP system or as stand-alone documents (MS Word).
- Attend trade shows to meet with existing and to find potential customers.
- Ability to work independently with minimal supervision.
- Work with /Engineering and Marketing to develop brochures and review product manuals.
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REQUIRED KNOWLEDGE, SKILLS, & ABILITIES

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skills, and ability required.

Education/ Licensure/ Credentials	Required: AS in Electrical Engineering or equivalent work experience
	Preferred: BS in Electrical Engineering with power electronics or motor control experience
Experience	Required: Technical sales experience
	Preferred: Familiarity with rail or marine propulsion and auxiliary systems
Special Knowledge/ Skills	Required: Proficient with Microsoft Office; fundamental understanding of high power electric propulsion systems and converters
	Preferred: Public speaking experience - comfortable presenting technical papers at industry events
Attendance/ Punctuality	Required: To maintain a safe and productive work environment, Saminco International and ATS expect employees to be reliable and to be punctual in reporting for scheduled work. Poor attendance and excessive tardiness are disruptive.

PHYSICAL REQUIREMENTS/HAZARDOUS WORKING CONDITIONS

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of the job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential work functions.

Physical Demands		Vision/Sight/Hearing		Physical Strength	
X	Standing (trade shows)		Vision-Far Acuity		Sedentary Work
X	Walking (trade shows)		Vision-Near Acuity		Light Work
	Sitting		Vision-Depth Perception		Medium Work
	Lifting		Vision-Peripheral		Heavy Work
	Carrying		Color Vision		Lifting up to 10 lbs.
	Pushing/Pulling		Listening/Hearing		Lifting up to 25 lbs.
	Climbing			X	Lifting up to 50 lbs.
	Balancing				Lifting over 50 lbs.
	Stooping				Lifting over 100 lbs
	Kneeling	Environmental Conditions			
	Reaching		Temperature Changes		Hazards
	Handling		Infectious Disease		Wet
	Feeling		Humid		Hazardous Chemicals
	Talking		Noise		Blood/Body Fluids
	Eye/Hand/Foot Coordination		Confined spaces		
	Vibration				
X	Typing/Keyboarding				

NOTE: Jobs such as underground mine equipment repair technician will require a medical examination to determine fitness for duty.

Saminco International and ATS offer competitive wages, a full benefits package, and a flexible, dynamic and engaging work environment with opportunities to learn across many industries.

HOW TO APPLY

Please Contact: Lily Lohuiz
 Email Address: hrdept@samincoinc.com
 Phone Number: (239) 561-1561

This job description supersedes all previous job descriptions. The job description is intended to be a tool to describe the primary purpose of the job and the KEY duties and responsibilities. The job description is not to be construed as an exhaustive list of all duties and responsibilities required. Management has the right to add to or change the job responsibilities at any time. All personnel may be required to perform duties outside their normal responsibilities from time to time, as needed.