



Job Description

Core Power and Environment specializes in power protection and cooling solutions for data centers and mission critical applications. Core Power exclusively represents the leading manufacturers in the industry allowing us to offer a comprehensive range of power protection, switchgear, air conditioning, distribution, and monitoring products.

Core Power is seeking a Sales Engineer with IT infrastructure and/or building electrical experience. The candidate will be tasked with calling on Professional Engineers, Facilities Managers, and IT professionals at end-user accounts to influence the design, specifications, and purchasing of equipment used in data centers and mission critical applications.

Candidates will possess the technical ability required to close sales by value selling and positioning Core Power's product lines and services over competitors. The Sales Engineer will be responsible for following projects through all construction phases including design, bidding, negotiating, closing, manufacturing, installation, and start up.

Specific product knowledge is not required. You will be given in-depth training at manufacturer's locations by product line experts. Sales Management will provide ongoing training and guidance to assistance in obtain sales objectives.

Job Requirements

The candidate should have a Bachelor of Science in Electrical Engineering along with 5 or more years of related experience with IT Infrastructure and/or building electrical systems. Understanding the construction industry and estimating is a plus. Sales Engineer will be responsible for achieving assigned sales quotas, researching and identifying target customers, and developing accounts. Position requires attention to details, self discipline to manage priorities, and strong follow up skills. Ability to manage workload independently, interface with customers and meet deadlines. Candidate must also have proficient computer skills, professional attitude and appearance, and outgoing personality.

Responsibilities include drawings and specification review; equipment selection and sizing; and quotation preparation. Sales Engineer will be required to forecast sales opportunities, understand and communicate competitor activities, and work with sales management from the product lines we represent. Candidate will be expected to spend 50% of time out of office on customer visits. All travel will be in local tri-state area (NJ, PA, and DE).

Compensation

Starting Salary: \$60,000 to \$80,000 based on experience

Commissions: uncapped based on % of order value.

Total Compensation Potential: uncapped, based on ability to sell

Benefits

Medical, Dental, Simple IRA, Flexible Hours

Contact Info

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