

Position Title: Field Sales Engineer

Immediate Supervisor Title: Sales Director or Vice President

Department: Sales

Location: Exton, PA

FLSA Status: Salaried Exempt

Brief Summary of Position Purpose:

The Field Sales Engineer (FSE) is the primary customer interface responsible for initiating and developing business and relationships with new and existing customers, including end-users, OEMs, sales rep companies, and engineering firms.

Essential Functions:

- Provides technical sales support to the field and inside sales team for the oxygen analyzer and environmental gas detection product lines.
- Prioritizes personal sales activities and customer/prospect contact towards achieving sales and business goals while staying within the operating budget.
- Develops, plans, and investigates practical application problems involving the full use of company products in diverse manufacturing processes to conform to customer requirements.
- Communicates information about value-added or differentiated features of Neutronics products to customers and provides engineering and product development support.
- Maintains and develops partnerships with decision makers and influencers at existing and new customers while at all times adhering to ethical sales methods, rules, and policies.
- Utilizes customer and prospect contact management tools and systems, such as the Goldmine CRM program, and keeps relevant information in these systems up to date.
- Proactively develops deep knowledge of the team's critical customers, industries, market dynamics, and value proposition.
- Networks across the Neutronics organization to effectively and efficiently resolve customer issues/problems
- Willingly shares knowledge and best practices with the team.
- Prioritizes objectives and provides appropriate level of response timely to customers and the team.
- Demonstrates accountability and focuses on consistently and accurately meeting deadlines and delivering results.
- Collaborates with other sales team members and leaders on special projects.
- Provides regular updates to Neutronics senior leadership on progress/changes to the team's accounts.

Education/Training/Certifications:

- 10+ years of technical sales experience in Industrial Controls or Instrumentation preferred.

Experience:

- Experience in solutions/problem solving selling preferred.
- Strong customer focus and the ability to build relationships at all levels.
- Ability to travel to customer sites, trade shows/conferences, and internal **meetings as required.**

Required Skill Sets: (e.g., computer skills, communications, math, etc.)

- Skilled in the use of Microsoft Office Suite (Word, Excel & PowerPoint).
- Strong communication, presentation, and written skills.
- Strong organizational and time management skills.
- Skilled in the use and application of CRM programs; experience with Goldmine preferred.

Physical Demands: (e.g., lifting, travel, etc.)

- Position requires concentration, accuracy, and focused mental effort.
- Works in normal office environment
- May travel domestically and internationally as business needs require with occasional exposure to plant heat, noise, dust, dirt and fumes

Pursuant to the Americans with Disabilities Act (ADA), reasonable accommodations may be made to enable qualified individuals to perform the essential functions of this job.

AA/EEO/M/F/D/V