

INTERNAL JOB POSTING	
Position Title: <b>Sales Engineer</b>	Department:
Division: <b>CECOaire</b>	Location: <b>Louisville or other CECO locations</b>
Reports to: <b>Dale Arvin</b>	
Position Description:  Directs and coordinates activities of appropriate internal team to facilitate the sale of industrial equipment to customer base. Serves as the interface between the company and customer. Ensure successful project delivery and installation of equipment.	
Essential Requirements:  <ol style="list-style-type: none"> <li>1. Review customer inquiries to determine if the company is able to bid.</li> <li>2. Distribute the inquiries to application engineers to insure the greatest success rate.</li> <li>3. Insure bids are made in timely and professional manner.</li> <li>4. Assist in setting mark-up levels for proposals to insure achievement of the company budget.</li> <li>5. Plans and directs sales and service programs to promote new markets, improve competitive position in area, and provide fast and efficient customer service.</li> <li>6. Confers with potential customer to ascertain equipment, supplies, and service needs.</li> <li>7. Advises customer on types of equipment to purchase, considering such factors as costs, space availability, and intended use.</li> <li>8. Resolves customer complaints regarding equipment, supplies, and services.</li> </ol>	
Skills/Experience/Education:  <ul style="list-style-type: none"> <li>• Bachelor's degree in mechanical or other related engineering discipline.</li> <li>• Proficiency in drafting/design software.</li> <li>• Experience in a manufacturing operations.</li> <li>• Excel and Word proficiency required.</li> <li>• Ability to communicate in English both in writing and verbally is essential.</li> <li>• Ability to multi-task and organize work efficiently.</li> </ul>	
Respond to: (HR Contact)	Location:
Hilliary Jeffries	Cincinnati, Ohio
Posting Date:	Application Deadline:
5/25/2010	6/4/2010