

CAMPBELL-SEVEY JOB OPPORTUNITIES

TECHNICAL SALES ENGINEER

Campbell-Sevey, Inc., Minnetonka, MN

Job Description

We continue to grow and are seeking a motivated individual to join our team.

Campbell-Sevey is an award-winning HVAC Commercial and Industrial Sales Representative Company representing premier manufacturers in the areas of steam, air and water. We are recognized for finding intelligent solutions that best fit the needs of our customers and making them more energy efficient.

We are seeking a technical sales engineer to support and work directly with our inside engineering group. In this position, you will apply your engineering knowledge to support the fields of industrial and commercial steam and hot water physical plants, systems and controls. As part of the team, you'll work with our sales engineers in the process of new project development, specification development, proposal development, order review, submittal development and project management.

Key responsibilities and duties include:

- You'll actively participate in the growth of the business by establishing and maintaining strong relationships with customers in both industrial and boiler markets.
- You'll understand customer requirements, become knowledgeable of product lines and see projects through to fulfillment.
- Make sales calls to visit existing and potential customers, developing key presentations that strongly represent Campbell-Sevey's value offering.
- Educate customers on the benefits of our products and have the products specified for purchase.
- Provide engineered solutions for customers' applications.
- Provide hands on technical assistance for products.
- Troubleshoot product issue in the field.
- Coordinate with inside staff for customer quotes on existing and new construction projects in your sales accounts/territory.
- Provide all reports as required by management.
- Participate in in-house and factory meetings and training sessions as required.

Job qualifications and education required:

- Minimum 5 years sales experience, in particular with mechanical and plumbing engineers, contractors and end users in the HVAC & industrial markets.
- Technical background - mechanical engineering and/or related experience.
- Experience with fluid specialty & heat transfer products in steam, air and hydronic systems.

This is a great opportunity to join a non-commission sales team that is one of the most respected in the industry and apply your engineering. Campbell-Sevey is an industry leader who has been providing steam, air and hot water solutions for over 80 years. Apply now to be part of our team:

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