



EXPERTS HELPING EXPERTS

Job Description for Outside Sales Engineer

The primary objective of this position is to generate revenue and profits for the company under the direction of the Sales Team Leader and Vice President of Sales. The company's reputation is often contingent upon how the salesperson represents him/herself and the company, therefore it is imperative that all interaction supports the mission and values of Air Equipment Company. The three Sales Teams, consisting of an Engineering, Contracting and Applications team, all work together on strategy, design, proposal generation, and job costing. The Sales Engineer is expected to have a complete knowledge of all equipment that AEC represents and their applications. The successful candidate will demonstrate abilities and experience with collaborative team-based customer service and team-based processing of technical information.

Description of Principle Duties:

Assist in developing improvements and perform duties with a consistent approach in areas such as:

- Work with Sales Team to meet or exceed Revenue and Profit goals established by VP of Sales
- Become an expert on the equipment/systems that we represent
- Be an active participant in the Entrepreneurial Operating System (EOS)
 - Department level L10 Meetings
 - Work with Team Leader to create quarterly Rocks with Milestones
 - Meet or exceed individual metrics as set by Sales Team Leader
- Execute the full cycle sales process in accordance to best practices of the company
- Work with the entire sales team to help each other meet business objectives
- Negotiate value and close the sale
- Build customer relationships with excellent customer service and retention in mind
- Maintain customer information and activity in Salesforce
- Assist Operations Team and Project Manager in project tracking and customer communication
- Provide Application Engineering Team with required information for opportunity generation
- Provide Application Engineering Team with required information for order generation & entry
- Provide assistance to Project Manager as needed to review submittals and order acknowledgements for accuracy
- Participate in quarterly 1-on-1 meetings with Sales Team Leader to review performance and discuss any issues
- Travel within territory will be required. 50%-75% of time spent will be out of the office.

Education, Experience and Qualifications:

- Technical or Engineering bachelor's degree required. Preferably in Mechanical, Electrical, or Industrial Engineering.
- Knowledgeable regarding ASHRAE recommendations, HVAC industry, and/or refrigeration.
- Strong mathematics and physics understanding.
- Education and experience with the construction and engineering industry, with specific experience in dealing with construction drawings, specifications, construction schedule and processes is a plus.

Knowledge/Skill Set:

- Effective interpersonal and customer service skills
- Strong written, verbal and presentational communication skills

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AIR EQUIPMENT COMPANY

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- Must have the ability to switch quickly between tasks based on priority and timeline
- Works well within a team dynamic to ensure timely execution of tasks

*This job description shall remain fluid and will be reviewed on an as needed basis.

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