

**Position:** Sales Engineer - East  
**Reports to:** Regional Sales Manager

### **The Opportunity:**

ERLPhase Power Technologies Ltd is looking for a Sales Engineer to join its global sales team. Under the direction of the Regional Sales Manager, the key focus of this role will be on managing and directing sales in select market areas to ensure growth targets are attained.

This position is a remote opportunity with travel up to 50%. The ideal candidate will reside in North Carolina, South Carolina, Virginia, or the greater Philadelphia area (in the Eastern territory shown on our company website under Contact Us).

### **The Ideal Candidate:**

- Will have worked in power protection sales for at least 5 years and will have generated contacts within utilities in the Southern region.
- Has the technical aptitude to explain how complex relays and recorder's function and how they can be adapted and used in client systems (power grid/utility level complexity). An Electrical Engineering Degree is preferred.
- Work experience in consulting or engineering companies in the power industry would be useful.

### **Responsibilities:**

Under the leadership (and in collaboration with) the Regional Sales Manager, perform the following duties:

- Identify select markets and customers to promote our protection and fault recording products and solutions
- Develop and grow the customer base in market segments to meet budget
- Conduct a competitive analysis and determine new business opportunities for market segments
- Develop and execute sales strategies and action plans for market segments
- Work with channel partners to develop and implement sales strategy
- Develop and maintain an expert level of knowledge of ERLPhase products and solutions for electric power system protection and automation
- Have a good appreciation of competitor products since they could set the base expectations from new customers
- Help customers and create awareness/interest in ERLPhase products through visits, demonstrations, training courses and telephone contact
- In collaboration with the Technical Services Group, provide support and resolve customer concerns providing application notes, white papers, Webex demonstrations etc.

- Assist in the preparation and presentation of successful proposals for ERLPhase products, services, and systems
- Participate in trade shows and promotional events
- Complete assigned work within agreed schedule and budget to a high level of quality.
- Assume Project Management role on assigned projects

### **Skills & Qualifications:**

- B.S. in Electrical Engineering or equivalent industry related work experiences
- Minimum 3-5 years working knowledge of electric power systems and practices
- Strong knowledge of the electrical power industry, customer base and channel in assigned region.
- Excellent technical training, speaking, and writing skills.
- Attention to detail, self-starter, proactive, ability to learn, good interpersonal skills and results oriented.
- Strong communicator: must be able to communicate effectively at all business levels, including customer management
- Very strong computer and business software skills
- Multi-tasking and time management are very essential
- Hiring is subject to successful completion of a background check and drug test

### **Equal Opportunity Employer**

ERLPhase is an equal opportunity employer. Employment decisions are made without regard to race, color, religion, national origin, gender, sexual orientation, gender identity, age, physical or mental disability, genetic factors, military/veteran status or other characteristics protected by law.

### **Disability Accommodations**

ERLPhase welcomes applications from people with disabilities. Applicants may request reasonable accommodation related to the materials or activities used throughout the selection process.

### **Relocation**

This position does not qualify for relocation. Candidates must reside in the territory for which the position is being applied. To determine if eligible, please visit [ERLPhase Power Technologies Ltd.](http://www.ERLPhase.com)

### **US Work Eligibility**

Candidates must be legally authorized to work in the USA and be able to have no restrictions to travel to Canada as needed.