



Position Title: Sales Engineer – IE
Position Reports To: Regional Sales Director
Department: Sales
Location: Assigned Territory
FLSA: Exempt

Primary Activities/Duties:

- Represent and communicate Rittal's overall product line to potential and current customer base.
- Assess customer product needs and partner with Rittal's field sales to provide full scope of product solutions.
- Responsible for increasing sales and market share within a defined territory through measures of daily contact with customers, follow-up on potential leads and cold calling.
- Work closely with inside sales team to provide timely and profitable quotes.
- Develop annual business plan and coordinate its implementation.
- Keep management apprised of market trends and sales opportunities.
- Work in conjunction with local distributors.
- Other duties as assigned.

Physical Requirements:

Sit for long durations of time, up to 8 hours. Work at a computer and keyboard for majority of work time. Stand, walk, bend, twist, and reach frequently throughout the work shift. Frequently lift 25 – 50 pounds to waist level and up to 25 pounds above the shoulders. Frequent travel to current and future clients.

Mental Requirements:

Work in a fast paced environment, adapt to assignment changes easily, ability to multi-task, learn office procedures and learn and use new software. Must be detailed oriented; communicate effectively via oral and written with all levels of employees, vendors and customers.

Safety Requirements:

Wear safety-toed footwear, safety glasses with side shields, hearing protection and additional personal protective equipment where required.

Direction & Decision Making:

Above average arbitration skills to effectively listen, communicate and gain consensus in a group environment or in one-on-one situations.

Relationships:

Direct Contacts: Regional Sales Manager, Inside Sales Representatives and internal and external vendors and customers.

Indirect Contacts: All other departments throughout the plant.

Knowledge & Experience:

Bachelor's degree in related discipline or equivalent experience; one to three years experience in Industrial Sales and/or Industrial Distribution is preferred. Working knowledge of Microsoft Outlook, Word, Excel and PowerPoint. Experience utilizing Customer Relationship Management tools is preferred.

Work Environment:

Must be able work in home office and plant floor environment.

If you require reasonable accommodation for any part of the application or hiring process due to a disability, you may contact the company's Human Resources Department at (937) 629-2615.

This option is reserved for individuals who require accommodation due to a disability.

Rittal Corporation is proud to be an affirmative action/equal opportunity employer. EEO/M/F/Vets/Disabled