



ERLPhase Power Technologies

74 Scurfield Blvd, Winnipeg, MB, Canada, R3Y1G4, www.erlphase.com

Email resumes to: careers@erlphase.com

Position: Sales Engineer
Reports to: Regional Sales Manager

The Opportunity:

ERLPhase Power Technologies Ltd seeks a professional, innovative and detail oriented individual for the position of Sales Engineer. If you are a self starter, customer relationship focused, customer service oriented, a dynamic team player, technically well versed with Power Systems in general and with Power System Protection in particular, enjoy customer interaction as your profession and are looking to build a dynamic career, then this may be the position for you!

The Sales Engineer, in conjunction with the Regional Sales Manager, is responsible for developing sales in an assigned region, managing the Sales Partners and for the development & implementation of sales strategy. Multi-tasking and time management are critical as the Sales Engineer will be managing multiple accounts across the region. You would be working out of your home office (no more daily commuting). Travel up to 50% may be required.

Responsibilities

- Develop relationships with customers to ensure smooth flow of information to them from ERLPhase. You are the key to new and repeat business.
- Develop key strategic accounts and relationships with channel partners.
- Identify strategic accounts and develop strategy for penetration.
- Promote the company's products within target accounts.
- Working with the Regional Sales Manager, develop and implement sales plan for the region on a quarterly basis.
- Maintain thorough knowledge of the company's products and applications.
- Maintain awareness of competitive offerings and market positioning.
- Report regularly on progress, prospective customer feedback, developing industry issues, and competitive activities.
- Participate in ERLPhase marketing and sales activities and industry technical meetings and conferences.
- Follow and improve marketing, sales and engineering quality procedures.
- Other duties as assigned

Skills & Qualifications

- B.S. in Electrical Engineering or equivalent work experience
- Proven track record in selling to utilities or complex technical sales.
- At least 5 years' experience in selling complex technology.
- Excellent technical training, speaking and writing skills
- Experience with power utilities and industry practices



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- Ability to travel up to 50% in USA and Canada
- Valid passport required
- Ability to learn new skills and assume new responsibilities
- Ability to work cooperatively in team environment
- Background check results satisfactory to ERLPhase
- Ability to work independently or closely with others
- Very strong computer and business software skills
- Exceptional organization and "get it done" skills
- Passion for customer satisfaction

Preferred Technical Qualifications

- Experience in power systems protection relay settings involving transmission lines and substations.
- Experience with Digital Fault Recorders or Power Equipment Monitors