

Job Title: Sales Application Engineer
Department: Sales
Reports To: Chief Marketing Officer (CMO)
FLSA Status: Exempt
Effective Date: July 31, 2017

Position Overview:

EnerDel designs, builds and manufactures lithium-ion energy storage solutions and battery systems with a focus on heavy duty transportation, on- and off-grid electrical, mass transit and task-oriented applications. Sales Application Engineer is the primary technical resource for the field sales force. The Sales Application Engineer is responsible for actively driving and managing the technology evaluation stage of the sales process, working in conjunction with the sales team as the key technical advisor and product advocate for our products.

Essential Job Functions

- Develop conceptual designs
- Represents the product to customers and at field events such as conferences, seminars, etc.
- Respond to functional and technical elements of RFIs/RFPs
- Effectively “size” energy storage systems for a variety of different applications including transportation, grid, industrial and other
- Utilize CAD tools to perform initial packaging studies
- Convey and document customer requirements to Sales, Engineering, and Product Management teams
- Extensive travel throughout sales territory
- Perform other duties as assigned

Required Knowledge, Skills, & Abilities:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skills, and ability required.

- Preferred:
 - Bachelor's degree in mechanical or electrical engineering or related field from an accredited institution.
 - 3-5+ years relevant experience in vendor sales with at least 2 years' experience in a field facing role
 - Experience and familiarity of lithium-ion products and business a plus
 - Experience with automotive, commercial vehicle and/or heavy duty vehicle applications including buses and trucks
 - Very strong verbal, speaking, presentation, and written communication skills
 - Willing to travel >50%
 - Excellent people and management skills to interact with staff, colleagues and cross-functional teams, and third parties
 - Comfortable in the dynamic atmosphere of a technical organization with a rapidly expanding customer base
 - Efficiently work under pressures, deadlines, and stretch extra hours to complete assigned task
 - Excellent analytical and presentation skills including demonstration skills to handle many assignments simultaneously
 - Excellent organization and analytical
 - Positive, enthusiastic, and results driven Ability to be self-motivated with a proven track record in technical sales and knowledge of lithium-ion battery technology
 - Ability to communicate professionally in written responses to emails, RFPs, and when submitting reports
 - Ability to develop effective relationships and operate with senior level management
 - Ability to eliminate sales obstacles through creative and adaptive approaches
 - Ability to listen to intended details attentively.
 - Ability to utilize a common CAD system such as SolidWorks to conduct packaging studies for customer applications

Supervisory Responsibilities: None.

This job description is intended to convey information essential to understanding the scope of the job and the general nature and level of work performed by job holders within this job. This job description is not intended to be an exhaustive list of qualifications, skills, efforts, duties, responsibilities or working conditions associated with the position.

Physical Requirements/Hazardous Working Conditions:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of the job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential work functions.

Physical Demands

- Standing
- Walking
- Sitting
- Lifting
- Carrying
- Pushing/Pulling
- Climbing
- Balancing
- Stooping
- Kneeling
- Reaching
- Handling
- Feeling
- Talking
- Eye/Hand/Foot Coordination
- Vibration
- Typing/Keyboarding

Vision/Sight/Hearing

- Vision-Far Acuity
- Vision-Near Acuity
- Vision-Depth Perception
- Vision-Peripheral
- Color Vision
- Listening/Hearing

Physical Strength

- Sedentary Work
- Light Work
- Medium Work
- Heavy Work
- Lifting up to 10 lbs.
- Lifting up to 25 lbs.
- Lifting up to 50 lbs.
- Lifting over 50 lbs.

Environmental Conditions

- Temperature Changes
- Infectious Disease
- Humid
- Noise

- Hazards
- Wet
- Hazardous Chemicals
- Blood/Body Fluids

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