

**Job Description:** Enertechnix is looking for an experienced and energetic candidate to join our sales team. The Sales Engineer will work closely with partner sales representatives and operators of coal-fired power/industrial boilers to present and demonstrate the benefits of installing Enertechnix equipment on these boilers. The candidate will need to understand the problems of operating boilers and be able to persuade boiler engineers that installation of Enertechnix equipment will provide solutions to these problems. Reporting to the company's Sales Director, the Sales Engineer will need to develop a comprehensive understanding of Enertechnix equipment. Extensive domestic travel will be required, with the potential for international travel.

**Job Responsibilities:**

- Plan, coordinate and close sales of Enertechnix products and services
- Work with sales representatives to schedule and coordinate site visits to promote and demonstrate products in a boiler environment
- Assess equipment needs and prepare detailed proposal packages based on requests for quotations
- Review ongoing projects with sales representatives to forecast orders and assist all parties in the closure of sales orders
- Occasionally assist with equipment installations
- Monitor customer satisfaction and share feedback with product development team
- Requires extensive domestic travel to support sales territories west of the Mississippi River

**Qualifications:**

- 5-10 years sales experience with power/industrial boilers
- BS degree in Mechanical, Chemical or Electrical Engineering is preferred; AA degree in related field required
- Strong written and verbal communication skills
- Physically capable of demonstrating company products in a boiler plant environment; must be able to lift/carry up to 50 lbs. of equipment
- Proficiency with Microsoft Word, Excel and Outlook required; PowerPoint ability a plus
- Ideal candidate currently located in Texas, Colorado, Utah or Missouri

**Compensation:** Enertechnix offers a competitive compensation package, including incentive compensation, health benefits, profit sharing, 401(k) plan, and growth opportunities. Enertechnix is an equal opportunity employer.

**To apply for this position:** please email your résumé and cover letter to [hr@enertechnix.com](mailto:hr@enertechnix.com). No phone calls, please.

**About Enertechnix:** Enertechnix develops and commercializes innovative technologies for process and environmental monitoring to improve the efficiency, cleanliness and safety of large-scale energy conversion processes. Founded in 1995, our company's "can do" attitude allows us to create solutions that exceed our customers' expectations and grow our business. Let us show you how your contributions to our successful, goal-oriented business can make a difference in your career. More information can be found at [www.Enertechnix.com](http://www.Enertechnix.com).