



JOB TITLE: Industrial Sales Engineer – Phoenix Contact Sales Specialist

LOCATION: San Francisco Bay Area based, Territory includes Northern and Southern California and Northern Nevada

PRIMARY FOCUS: Semiconductor Capitol Equipment, Medical, Packaging and Material Handling Manufacturers, Utilities, OEM's, IT Consultants and Constructors, Systems Integrators and Panel Builders

JOB RESPONSIBILITIES:

- Meet/exceed territory sales quotas as established by the Sales Manager.
 - Differentiate Steven Engineering and Phoenix Contact from other suppliers by building “partner” relationships with customers.
 - Focus on the customer by averaging a minimum of 16 to 20 sales calls per week, with at least 50% to assigned accounts.
 - Effectively communicate with the entire Steven Engineering team and our Phoenix Contact partners, both verbally and written.
 - Be proficient in, and drive the use of all sales tools provided to support local markets.
 - Consistently provide feedback to Steven Engineering Sales Management and Phoenix Contact field and headquarters staff regarding territory requirements as it relates to personnel, product and/or market requirements.
 - Work closely with Steven Engineering Sales Management and Harrisburg Marketing to aid in the development of field presentations and application notes.
 - Active involvement in industry related associations.
 - Proactively utilize all resources and sales tools to maximize productivity, responsiveness and customer satisfaction.
 - Continue personal development through an effective skill building program as determined by the Steven Engineering Sales Manager, and Phoenix Contact Training Department.
 - Demonstrate technical competence on all products/solutions within area of focus.
 - Provide forecasts and reports to Sales Manager in a timely manner.
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- In cooperation with Steven Engineering Sales Management, develop and implement effective sales plans across a geographic territory as defined by management.
 - In cooperation with Steven Engineering Sales Management, develop Mutual Action Plans for assigned territory, specific to select manufacturers, products, established and prospective accounts.
 - Work independently and in conjunction with management, plan, document, measure and grow assigned accounts and specific targeted manufacturers and products.



JOB RESPONSIBILITIES: (continued)

- Deliver presentations and hands-on demonstrations of Steven Engineering and Phoenix Contact products, applications and technology for the purpose of growing product sales.
- Where applicable, cooperate with Phoenix National Accounts Team and Harrisburg Marketing to implement global/international account strategies in order to achieve Phoenix Contact program objectives.
- Develop and maintain a thorough working knowledge on all Phoenix Contact products/solutions.
- Qualify and follow-up on all leads within assigned territory and/or account portfolio in a timely manner.
- Bundle other Select Steven Engineering Product Lines together with Phoenix Contact products to provide customers with a "Complete Package" solution.
- Follow-up on all quotations within assigned territory and/or account portfolio in a timely manner.
- Drive value-added/custom solutions within assigned account base, comprised primarily of industrial end users, systems integrators, I/E and IT Engineers and Contractors.
- Become proficient on all control cabinet/enclosures, machine mounted and industrial networking applications and our corresponding solutions, to the point of being considered a preferred consultant by the market.
- Particular focus on Phoenix Contact AUTOMATIONWORX, Wireless and Ethernet solutions with the goal of assuming market leadership in all categories throughout assigned territory.
- Work in close cooperation with Steven Engineering and Phoenix Contact Application Engineers to successfully meet targeted goals and objectives.

QUALIFICATIONS:

- Four-year engineering degree preferred.
- Technical discipline preferred and/or equivalent industrial industry experience.
- 3 to 5 years minimum sales experience in the industrial automation marketplace.
- Established customer base in the Industrial marketplace.

ESSENTIAL JOB FUNCTIONS:

- Must have a Valid California Driver's License and be able to travel via automobile for up to six hours at a time.
- Must be able to lift a minimum of 70 pounds.
- Must be able to travel overnight 20-25%, as dictated by assigned territory.
- Comply with company dress code guidelines.
- Punctuality is required.
- Attendance in accordance with company policies.
- Timely receipt of all required reporting requirements.



Submit Resume In Confidence to:

To apply for a position, please send your resume to our Human Resources Department in one of the following ways (unless otherwise specified). The job requisition number must be included on your resume to be considered for this position:

By E-mail: E-mail your resume to hr@steveneng.com

By Fax: Fax your resume to (650) 266-6728.

By Mail: Steven Engineering
Attn: Human Resources
230 Ryan Way
South San Francisco, CA 94080-6308

Our commitment to excellence enables us to provide customers with immeasurable quality and our employees with superior leadership. In an environment where technology is consistently creating new standards, Steven Engineering is continuously expanding to respond to the needs of our industry.

Join an exciting team at Steven Engineering, Inc., where opportunities in a wide variety of areas will challenge those who aspire to succeed in a competitive industry.

Steven Engineering is an equal opportunity employer and is committed to a diversified workplace. Some of the benefits we offer are medical, dental, vision, life and disability insurance; a 401K plan with employer matching; and tuition reimbursement.