



ELECTRO-MECHANICAL FIELD SALES

JOB DESCRIPTION

Jake Rudisill Associates, Inc. seeks a professional and motivated **technical sales engineer** to join our small team. This person will have sales and communications responsibility for our assigned lines and for maintaining and developing customers and business within **Georgia, Alabama, Tennessee, Florida and portions of Mississippi.**

Jake Rudisill Associates, Inc. is a premier, commissioned independent manufacturers' representative. An industry leader since 1956, our reputation is well known for exceptional service to both our customers and to the manufacturers that we represent (our principals).

The solutions we offer include electrical, electromechanical and electronic products, monitors and software that our principals provide and we sell to electric power utilities, co-ops, municipals, EPC firms, OEMS, integrators and independent power producers located throughout our service territory.

Responsibilities:

- Sell a lot and earn a lot of commissions
- Act as the primary customer contact for all sales and technical matters
- Maintain and enhance customer contacts within assigned territory through face-to-face meetings, phone calls, emails, and video conferences
- Exhibit a professional attitude in all dealings with customers and principals
- Meet or exceed customer and principals' expectations
- Provide lead follow-up and quotation processing to JRA principals within assigned territory
- Solicit purchase orders, facilitate order entry and confirm order acknowledgements
- Maintain and update software databases for all new and existing customer contacts
- Self-educate and use expertise related to our principal's product offerings and services
- Aid in marketing and sales activities which our principals initiate
- Attend principal sales meetings, trade shows, and professional conferences locally and nationally as required
- Uphold the good name of Jake Rudisill Associates, Inc. in all dealings

Qualifications:

- BS in Electrical or Mechanical Engineering or equivalent experience
- 3-5 years working knowledge of electrical power systems and controls
- 3-5 years of sales experience with electrical products, solutions and services
- Excellent technical training, speaking and writing skills
- Willing to travel to visit and work with both our customers and our principals
- Ability to learn new subjects, to assume new responsibilities, and to solve problems
- Excellent computer skills for using MS Excel, Word, Outlook and PPT

Absolute conditions of employment at all times:

- Initial background check results satisfactory to Jake Rudisill Associates, Inc.
- Negative drug test results
- Valid Driver's License and USA Passport
- Live and work from home office in the territory assigned

Preferred Qualifications:

Existing Sales experience with utility customers in the southeastern US
5-10 years of extensive power system and generation experience
Previous Sales experience with independent utility sales representative company

ABOUT US:

To learn more about us, visit our web site at www.JakeRudisill.com.

What to send our way:

- Resume including work experience and education
- Hardware and software you are most comfortable using