

JOB OPENING

SR. SALES ENGINEER – Job #H901

Company: Teledyne Energy Systems, Inc.
Location: Hunt Valley, Maryland
Status Type: Full Time
General Category: Commercial Products
Department: Sales

Education & Experience:

BS degree in recognized field of Engineering/Technical discipline (Alternate degree preferably Sales, Marketing or Business will be considered) and a minimum of 7 years demonstrated experience generating and closing sales including a minimum of 5 years Technical Sales. Experience should include sales of large capital equipment and/or international sales with both being highly preferred. Successful candidate must be detail oriented, able to adhere to schedules and deadlines, possess an active passport or have the ability to immediately attain such, have a willingness to travel worldwide, and possess excellent organization, written, oral communication, presentation, interpersonal and computer skills. Foreign language skills a plus. US citizenship or permanent residency required.

Work Description:

At a very high level of competence, function independently. Provide mentoring and support to sales engineers. Perform necessary activities to win profitable business and maintain excellent customer relations, including but not limited to: generate leads via networking, cold calling, respond to leads, qualify prospects, analyze opportunities, define project scope, prepare and submit proposals, work to eliminate customer objections, negotiate contracts and close orders. Manage representatives (domestic and international), provide feedback on competition and market conditions and prepare regular reporting on prospects to assist management in forecasting. 50% travel.

For consideration send resume and salary history, noting position desired, to:

Teledyne Energy Systems, Inc.
Attn: Human Resources – Job H901
10707 Gilroy Road
Hunt Valley, MD 21031
Fax: 410-771-8620
E-mail: resumes03@teledyne.com

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