



....people and technology
you can rely on

Sales Engineer Positions

The Reliable Controls dealer network is currently seeking skilled Sales Engineers throughout North America and the world. The experienced candidate will be responsible for sales of engineered HVAC digital controls to commercial, institutional, agricultural and other firms having environment control.

The successful candidate must give technical presentations to potential clients and to engineering firms specifying the projects. Additional duties will include attending national and regional trade shows and meetings to develop client leads and also to develop your own network of engineering firms who spec these types of projects.

This individual must determine design and provide technical support on the installation and repair of controls and instruments to our growing number of building owners and experienced contractors. You will review system blueprints, specifications, and performance data to determine configuration and purpose of system components.

Ideal candidate will have:

- BSEE, BSME or BS natural sciences or 1+ years successful technical sales experience. Formal sales training is a plus. Controls systems experience is a plus. HVAC experience is a plus. Will consider a 2 year technical program and relevant controls/HVAC sales experience.
- Computer literacy with Word and Excel is required. Skill with PowerPoint and any client contact software is desired.
- Excellent communication and organizational skills are required.
- Prior sales or hands on experience with any of the following: technical products, flow, temperature, humidity, instrumentation, engineered systems, capital budgeted systems or HVAC mechanical design is highly desirable. Strong estimating skills.
- Present a track record of annual sales totalling \$500,000 to \$1,000,000.
- Strong work ethic. Ambitious. Self-starter. An entrepreneurial spirit is desired.

If you interested in the above position, we want to hear from you. You can submit your covering letter and resume to: info@reliablecontrols.com