JOB TITLE: Sales Engineer – Level I CLASSIFICATION: Exempt/Salaried

REPORTS TO: Division General Manager – DGM JOB LOCATION: Remote-Office

ESSENTIAL JOB FUNCTIONS:

* Develop, plan, and implement sales budgets, sales strategies & specific sales activities to protect & expand sales in the assigned territories and/or direct accounts and maintain up-to-date sales forecasts, issue regular progress reports monthly with FE Sales
* Identify and develop suitable business opportunities, convert opportunities into design-wins through individual and collaborative effort with regional sales reps and/or distribution partners.
* Conduct sales promotion activities to secure purchase orders; make commercial and technical presentations to customers; engage in regular sales calls and visits to customers to consult on customer needs and maintain/nurture these relationships; support sales reps & distribution sales to follow up on sales leads with potential customers to secure new business
* Manage customer and project information with the FEA CRM System “Salesforce”
* Maintain up-to-date spec-in activity in the BPS & review progress on a quarterly basis with DAT teams
* Determine and regularly update the potential sales revenue for direct accounts and/or the assigned territories by account:
* TAM – US$ per year
* FTAM– US$ per year
* Maintain and expand productive, professional relationships with key customer personnel at all levels within assigned sales territories and/or direct accounts; facilitate high-level relationships between FEA, FE, & Customer Leadership to initiate & solidify the partnership
* With support from FEA marketing conduct market research to understand customer needs, analyze current market trends and establish achievable sales growth goals
* Develop a regional sales force by actively recruiting and training new sales channel partners, providing orientation and sales & technical training programs, directing and evaluating sales representatives’ sales activities & performance with monthly sales funnel review
* Ensure sales representatives are supporting, collaborating with and evaluating the needs of distribution channel partners
* Exercise independent judgment and discretion when representing the company in leading product clarification meetings, negotiating contract terms with customers, closing deals and finalizing product development and sales
* Report to the DGM summarizing weekly activity and activity plans for the next week – month - quarter
* Proactively resolve customer complaints and issues with products and services

Essential Requirements:

* 5-7 years’ experience in power semiconductor and/or power electronic market preferably LVD, UPS, Renewable Energy, or related industrial markets
* BS Electrical-Electronic Engineering or similar technical discipline, i.e., Physics, Materials Science or other engineering field
* Excellent presentation and negotiation skills in customer-facing scenarios
* Proficiency in Microsoft Office Suite especially PowerPoint & Excel
* Proficiency in Google-based email system and product suite, i.e. google sheets & etc.
* Highly motivated, self-driven, well-organized, well-structured, highly reliable, open-minded, & honest
* Willingness to travel 25% domestic – 10% international

EMPLOYEE VERIFICATION OF ACCURACY OF JOB DESCRIPTION

*By signing below, I acknowledge that I have had an opportunity to review the foregoing description of my job duties and confirm that it accurately reflects my essential job functions and primary duties in my current position as Sales Manager.*

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*Print Name*

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*Signature of Employee Date*