



Engineered to order. Built to last.

Sr. Sales Engineer

Since 1905, G&W Electric has helped power the world with innovative power systems solutions and products. With the introduction of the first disconnectable cable terminating device in the early 1900s, G&W began to build a reputation for engineering creative solutions to meet the needs of systems designers. Solutions which today have extended far beyond cable accessory products and into the latest in solid dielectric and SF6 insulated switchgear, solid dielectric insulated reclosers, system protection equipment, distribution automation solutions, and distribution and transmission cable accessories. Located in Bolingbrook, Illinois, USA, the plant covers over 371,000 square feet and represents a showplace of modern engineering, manufacturing and marketing technology.

Why join us? G&W enjoys a long reputation for product quality, innovation and world-class customer service to the power industry. We have established this reputation by believing that our greatest asset is our employees. We owe our success to the initiative and talents of highly skilled individuals within our team-based organization. Our goal is to set the standard for customer satisfaction by ensuring a superior level of service, performance and innovation. As a global organization and industry leader, we are committed to cultivating an engaging work environment that embraces our core values and develops our talent. Our continuous focus on growth and innovation means that you become part of a company that provides challenging opportunities, rewards excellence and combines your individual expertise to achieve a higher level of shared success.

SUMMARY OF RESPONSIBILITIES:

The Senior Sales Engineer is expected to make decisions to assist the Application Engineer successfully complete quotations and orders on time, within scope and authorized cost figures. He/She will also build positive professional relationships with our internal and external customers.

ESSENTIAL DAY TO DAY FUNCTIONS:

- Provide technical and commercial assistance to the Application Engineer to allow them to complete quotations, and negotiates final price based on competitive market information within agreed time scales.
- Senior Sales Engineers will fully determine the technical and commercial requirements for all complex quotations and provide the information to the Application Engineer to complete the quote
- After reviewing a bid request and determining the quote complexity level, the Senior Sales Engineering will determine if necessary, run, and manage any Technical Bid Review (TBR) meeting. The Senior Sales Engineer will manage any after-TBR activities until completion.
- Will support application and order management for our “blanket” type or key strategic customers.
- Key Account Manager for G&W’s large and strategic accounts. This responsibility includes acting the Advocate for the customer within G&W who will continually push for resolution of the Open Action Items. This responsibility may extend beyond multiple product lines
- Conduct training of G&W products for Application Engineers and customers. Customer training can take place at any G&W facility or at the customer site.
- Work with customer and sales representatives to design a custom solution that satisfies the application’s requirements while maintaining company profitability. This activity can take place at any G&W facility or at the customer site.
- Provide technical and commercial assistance to the AE in preparation for meetings involving large bids (Major Bids).
- Serve as the technical “backstop” for issues relating to application performance.
- Consult with various departments within G&W Electric as appropriate to resolve technical issues that arise during order life cycle of the order.
- Identify technical papers and sales success stories. Prepare those documents as additional sales tools for G&W Sales Team
- Identify and write application guides for G&W products
- Ensures order development activity is customer focused, results orientated, performance driven and in compliance with all applicable internal and external requirements.

- Maintain strong support for and interact with the Regional Vice Presidents and outside sales representatives in the bid process which includes quotation development, order spec review and all order management activities.
- Point person for sales calls required by the Sales Team. This includes general customer visits, demos, training sessions, and Lunch and Learns.
- Provide timely and effective communication to internal and external customers. Internal customers are defined as any G&W Entity; external customers are defined as any G&W Sales Representative, Regional Vice President and end users of G&W equipment.
- Maintain customer files, including customer's specific requirements as defined within the team's protocol including but not limited to ISO or G&W Work Instruction or procedure.
- Attend sales meetings and trade shows as appropriate.
- Fully participate in company meetings including department specific meetings.

QUALIFICATIONS / EDUCATION

- Bachelor's degree (B. S.) (Electrical Engineering degree preferred) from four-year college or university is required and a minimum 5-8 years experience working in an application engineering or comparable role.
- To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

G&W offers a competitive salary commensurate with the candidate's level of experience, as well as an excellent benefits program including medical, dental, short term/long term disability, life insurance, and a 401(K) retirement plan.

To apply please send your resume to careers@gwelec.com

EEO M/F/Vet/Disability