



POSITION GUIDE

POSITION: Regional Sales Engineer – Central Region **LEVEL:** **JOB STATUS:** Salaried Exempt

POSITION REPORTS TO: Business Unit Manager

COMPANY: Hubbell Power Systems, Inc. – RFL – Boonton, New Jersey

REVIEWED: March 31, 2016

PRIMARY PURPOSE: Supporting customers by providing technical support and sustaining efforts in promoting/selling the RFL brand of products. Work as liaison between internal departments (engineering, manufacturing, sales & marketing) and the customer. Hubbell Power Systems - RFL designs and manufactures electronic products that maintain the power grid throughout the world.

MAJOR JOB RESPONSIBILITIES:

- Prepares and conducts technical sales presentations within designated territory to promote RFL's products and services
- Prepares weekly call plans, action lists, etc. for submission to Management at the home office
- Responsible for opportunity follow-up with customers and maintaining opportunity status in Sales Force
- Work with the internal Sales & Service Engineers and Territory Managers to provide product and/or project information in the preparation of quotations directly to customers, field sales, agents, Distributors, and/or Hubbell subsidiaries when necessary and required
- Provide training and technical information directly to customers, Territory Managers, agents, Distributors, and/or Hubbell subsidiaries for products and applications
- Assist with resolving customer issues
- Assist in the preparation of technical publications and review technical information and illustrations
- Aid in organization and presentation of material for seminars, industry meetings, and trade shows
- Influence customer specifications where practical
- Provide troubleshooting of current product in service through telecommunication or on-site visits
- Provide competitive information to internal departments and outside sales force as required
- Recommends product and product line revisions and pricing changes
- Participates, attends and or conducts any or all of the following: regional shows, exhibitions, seminars and product demonstrations
- Provides VOC regarding new product and application ideas to Product Managers
- Ability to travel on business-related trips (up to 75%); occasional international travel may be required
- Ability and willingness to be located within a specified territory

REQUIRED BACKGROUND:

- BS degree in engineering; electrical preferred
- Experience working with utility-grade power distribution protection and communication products for the electric utilities
- Experience supporting utility customers
- Excellent communication skills, both written and verbal

The above summary of position responsibilities and requirements is not intended, and should not be construed, to be an exhaustive list of all duties, skills, efforts, physical requirements, or working conditions associated with the position. It is intended to be an accurate reflection of those principal position elements essential for making decisions related to position performance, employee development, and compensation.