



Application / Sales Engineer

NTFB Combustion Equipment USA Inc. has a challenging opportunity for the right individual.

At NTFB, we are not just about finding your “next job”. We hope you will discover a rewarding career here, as well as a life-changing experience filled with rich traditions, a deep passion for collaboration and innovation, an unparalleled respect for diversity and creative freedom, and a culture of excellence.

Why NTFB? As one of the world's premier combustion company, NTFB devotes tremendous resources toward the advancement of combustion technology. Hundreds of projects worldwide - from power generation to hot water and steam generation — we are supporting the industry one burner at the time.

Serves customers by identifying their needs; engineering adaptations of products, equipment, and services.

Ideal candidate must be self-motivated. Comfortable in the dynamic atmosphere of a technical organization with a rapidly expanding customer base. Must possess strong presentation skills and be able to communicate professionally in written responses to emails, RFPs, and when submitting reports.

Job Title: Application / Sales Engineer

Department: Engineering

Reports To: General Manager

- Location: Fremont, CA
- Duration: direct permanent hire
- Salary: 50-60k depending on experience.
- 2+ years relevant experience in vendor sales
- Experience and familiarity of our products and line of business a plus
- A B.S. in Engineering

SUMMARY

Serves customers by identifying their needs; engineering adaptations of products, equipment, and services.

Ideal candidate must be self-motivated. Comfortable in the dynamic atmosphere of a technical organization with a rapidly expanding customer base. Must possess strong presentation skills and be able to communicate professionally in written responses to emails, RFPs, and when submitting reports.

- Identifies current and future customer service requirements by establishing personal rapport with potential and actual customers and other persons in a position to understand service requirements. Provides product, service, or equipment technical and engineering information by answering questions and requests.
- Establishes new accounts and services accounts by identifying potential customers; planning and organizing sales call schedule.
- Prepares cost estimates by studying blueprints, plans, and related customer documents; consulting with engineers, and other professional and technical personnel.
- Determines improvements by analyzing cost-benefit ratios of equipment, supplies, or service applications in customer environment; engineering or proposing changes in equipment, processes, or use of materials or services.
- Gains customer acceptance by explaining or demonstrating cost reductions and operations improvements.
- Submits orders by conferring with technical support staff; costing engineering changes.
- Develops customer's staff by providing technical information and training.
- Complies with federal, state, and local legal requirements by studying existing and new legislation; anticipating future legislation; advising customer on product, service, or equipment adherence to requirements; advising customer on needed actions.
- Prepares sales engineering reports by collecting, analyzing, and summarizing sales information and engineering and application trends.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Contributes to sales engineering effectiveness by identifying short-term and long-range issues that must be addressed; providing information and commentary pertinent to deliberations; recommending options and courses of action; implementing directives.
- Contributes to team effort by accomplishing related results as needed. Responsible for development and delivery of product demonstrations

- Responsible for representing the product to customers and at field events such as conferences, seminars, etc.
- Able to respond to functional and technical elements of RFIs/RFPs
- Able to convey customer requirements to Product Management teams
- Able to travel throughout sales territory

Skills/Qualifications: Problem solving, product knowledge, selling to customer needs, software requirements, product development, presentation skills, technical understanding, excellent verbal and writing communication, analysis, and innovation.

NTFB Combustion Equipment USA Inc. is an Equal Employment Opportunity and Affirmative Action Employer and is committed to recruiting and hiring qualified women, minorities, protected veterans and persons with disabilities. We are not able to provide relocation or sponsorship for this position. NTFB Combustion Equipment USA Inc. is an affirmative action, equal opportunity employer. Thank you for your interest!