



Sales and Marketing Associate

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.

Job Title: Sales and Marketing Associate

Department: Sales and Marketing

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

Implements sales, marketing and product development programs, both short and long range, targeted toward existing and new markets by performing the following duties personally or through subordinates.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following. Other duties may be assigned.

Develops and implements strategic marketing plans and sales plans and forecasts to achieve corporate objectives for products and services.

Manages sales/marketing operating budgets.

Oversees advertising and promotion activities including print, online, electronic media, and direct mail.

Ensures effective control of marketing results, and takes corrective action to guarantee that achievement of marketing objectives falls within designated budgets.

Evaluates market research and suggest marketing strategy to meet changing market and competitive conditions.

Monitors competitor products, sales and marketing activities.

Establishes and maintains relationships with industry influencers and key strategic partners.

Guides preparation of marketing activity reports and presents to executive management.

Establishes and maintains a consistent corporate image throughout all product lines, promotional materials, and events.

Represents company at trade association meetings to promote product.

Assists other departments within organization to prepare manuals and technical publications.

Reviews and analyzes sales performances against programs, quotes and plans to determine effectiveness.

QUALIFICATIONS To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

REASONING ABILITY

Demonstrate the ability to anticipate and solve practical problems or resolve issues.

CERTIFICATES, LICENSES, REGISTRATIONS

None required at this time.

PHYSICAL DEMANDS/ WORK ENVIRONMENT: The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Individuals may need to sit or stand as needed. May require walking primarily on a level surface for periodic periods throughout the day. Reaching above shoulder heights, below the waist or lifting as required to file documents or store materials throughout the work day. Proper lifting techniques required. May include lifting up to 25 pounds for files, computer printouts on occasion.

The performance of this position may occasionally require exposure to the manufacturing areas where under certain areas require the use of personal protective equipment such as safety glasses with side shields and mandatory hearing protection. Primary environment: ambient room temperatures, lighting and traditional office equipment as found in an typical office environment.

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!