



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

At NTFB, it is 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.

The **Sales Engineer** will play a critical role in advancing NTFB’s commitment to excellence by supporting the day-to-day functions of our engineering team under the supervision of the Director of Engineering. He/she will serve customers by identifying their needs; engineering adaptations of products, equipment, and services.

Job Title: Sales Engineer

Location: Fremont, CA

Job Type: Full-time

ESSENTIAL DUTIES AND RESPONSIBILITIES

Ideal candidate must be self-motivated, comfortable in the dynamic atmosphere of a technical organization with a rapidly expanding customer base. He/she must possess strong presentation and communication skills and be able understand customer combustion needs. He/she needs to have good problem solving skills and be able to work with team.

After 3 month probationary period, the candidate should be able to perform the following activities with the assistance of his/her supervisor:

- Identifies current and potential customer requirements by establishing personal rapport with them. Provides technical and engineering information of product, service, or equipment requested.
- Establishes new accounts by identifying potential customers.

- Prepares formal quotations after reviewing customer requirements and consulting with engineers and other personnel.
- Explains and demonstrates possible solutions and benefits at customer's facilities to gain customer's confidence.
- Responds to functional and technical elements of RFQ professionally.
- Conveys customer requirements to Product Management teams
- Conducts kick-off meeting to operational group if order received
- Provides technical information and training to customer's staff.
- Studies related federal, state, and local legal requirements. Works with customers to make sure the requirements are met.
- Prepares sales engineering reports.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Develops and delivers product demonstrations to customers and at field events such as conferences, seminars, etc.

Qualifications:

- Min 2 years relevant experience in the combustion field
- B.S. in mechanical or chemical Engineering is preferred
- Experience and familiarity in combustion technology and burner operation
- Able to travel throughout assigned sales territory

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!