



SALES ENGINEER – Southeast Region

GEA Power Cooling, Inc. (GPC) is a world leader in providing cooling systems for the power and process industries using wet, dry and hybrid technologies. The company is part of a global engineering and technology group with a European parent and total annual sales of over 5 Billion Euros. The corporate headquarters is located in Lakewood, Colorado.

This Sales Engineer position is with the company's Aftermarket Services Group, Southeast Region which includes the states of Tennessee, Mississippi, Alabama and Florida. GEA's Aftermarket Services Group is headquartered in Clearwater, Florida.

Minimum Requirements

- Candidates must be able to work from a home-based office located within the region.
- BS Engineering Discipline (Mechanical, Chemical, Civil, Structural).
- Possess an understanding of mechanical power transmission components, air moving equipment and heat transfer equipment.
- Basic understanding of structural design concepts (timber, frp/composites and concrete).
- Able to travel 50 percent of normal work week (including overnight) throughout the region. Company vehicle may be provided.
- Excellent time management and communication skills are required. Candidates must be highly motivated and self disciplined.
- Position requires the ability to drive, work on construction sites, climb ladders to perform inspections, etc.

Preferred

- Previous cooling tower experience.
- 3 years experience in a Business Development environment (inside sales, outside sales, marketing) for a project engineering/construction firm or power plant operations/maintenance.
- Conversant with typical industrial client commercial terms and conditions.
- Experience with power plant and/or refinery large capital equipment.
- Ability to give technical presentations to all client levels.

Job Duties

- Establish and maintain industrial accounts (Power Plants, Refineries and Chemical Plants).
- Develop and execute strategies for specific projects as follows:
 - Perform field inspections of industrial cooling towers.
 - Develop inspection reports and proposals. Requires effective communication with design and estimating personnel.
 - Work with regional management to develop and implement strategic sales plan.
 - Close sales based on above activities and assist in project coordination with Project Management team.

Candidates who exceed the above minimum experience and capabilities should submit applications with resume and salary history to Human Resources via email at aftermarket@geapowercooling.com or via Fax to 727-530-9006 attention Glenda Wolfe.