



## Outside Sales Engineer

**L&W Power Corporation** has represented some of the largest manufacturers of power electronics for the last 35 years. We are expanding our outside sales force and are seeking a motivated, experienced **Outside Sales Engineer** with field sales experience to be based in Illinois. You will be an integral part of our team, managing current client relationships and prospecting for new clients. This is a great opportunity to work with engineers of our customers while representing companies such as Eaton, Methode Electronics, Mitsubishi Electric, and Powerex among other top manufacturers of power electronics.

### What We Offer

- **Competitive base salary and commissions with no cap on commissions**
- **Medical, Dental, and Disability insurance**
- **Retirement Plan**
- **Paid Vacation**

### Primary Responsibilities

- Maintain a high quality sales function that includes but is not limited to:
  - Accurately and expeditiously prepare and present product information to the customers.
  - Work as a team member within the company by communicating opportunities, ideas and problems with management and technical staff.
  - Maintain all pertinent customer documentation.
  - Provide solutions to customer service issues within one business day. (Exceptions will be made if solution is delayed due to manufacturer inability to deliver.)
- Scheduling appointments and meetings with existing customer base.
- Customer program/project identification and management.
- Broaden account contacts.

### Qualifications

- Bachelor's Degree; technical degree preferred
- Minimum 2 years field sales experience
- Must possess excellent verbal and written communication, organization, presentation, and exceptional interpersonal skills.
- Demonstrated success in maintaining and growing existing business as well as proactively looking for and securing new opportunities leveraging a multi-line synergistic product portfolio
- Strong business acumen, problem solving, and analytical skills with a proven track record of qualifying business opportunities, conducting needs assessments, and securing the business.

Please submit your resume to [cstewart@lwpower.com](mailto:cstewart@lwpower.com)