

## **Compressor Controls Corporation Job Description**

**DEPARTMENT:** DOWNSTREAM SALES  
**JOB TITLE:** Sales Engineer II  
**REPORTS TO:** Downstream Sales Manager  
**LOCATION:** Houston

Click the link below to apply for this position:

<https://www.adpselect.com/apps/servlet/com.avert.servlets.ola?cst=1298567>

### **SUMMARY:**

Within assigned territory initially considered as Houston and surrounding area, promote the sale of equipment, supplies, or services, which require professional engineering knowledge to make judgments involving complex engineering and economic principles, and calculations to persuade potential buyers of the practical value of the product or service.

### **ESSENTIAL FUNCTIONS/DUTIES:**

- Carry out sales activities in accordance with a pre-established Individual Business Plan. Strengthen relationships with existing accounts and develop new accounts to grow target market.
- Become familiar with client's technological processes to enable maximum company content in becoming a prime resource for the client.
- Review blueprints, plans and other customer documents to develop, prepare and present control enhancement strategies and ROI estimates.
- Demonstrate company controls and technology in an application-specific manner using dedicated simulation tools
- Participate in trade shows to increase visibility of company products and technology, and to position the company as a market leader.
- Complete and submit expense reports, forecasts and sales reports as required and in a timely manner.
- Follow all company safety policies and procedures
- Respond to change productively and handle other duties as required

### **QUALIFICATIONS:**

#### **Education & Experience:**

(U.S.) Bachelor's degree in Engineering required. It is preferred that the area of emphasis be one of the following: Process Engineering, Mechanical Engineering, Electrical Engineering. Three plus years of related experience in applications or sales engineering preferred; or equivalent combination of education and experience necessary.

#### **Knowledge & Skills:**

Engineering expertise in rotating equipment, Oil & Gas process, and/or Instrumentation and Controls. Ability to efficiently use all Microsoft Office products.

#### **Language Skills:**

Ability to read, analyze, and interpret common scientific and technical journals, financial reports, and legal documents. Ability to respond to common inquiries or complaints from customers, regulatory agencies, or members of the business community. Ability to write speeches and articles for publication that conform to prescribed style and format. Ability to effectively present information to top management, public groups, and/or boards of directors.

**Mathematical Skills:**

Ability to work with mathematical concepts such as probability and statistical inference, and fundamentals of plane and solid geometry and trigonometry. Ability to apply concepts such as fractions, percentages, ratios, and proportions to practical situations.

**Reasoning Ability:**

Ability to define problems, collect data, establish facts, and draw valid conclusions. Ability to interpret an extensive variety of technical instructions in mathematical or diagram form and deal with several abstract and concrete variables.

**WORKING CONDITIONS:**

While performing the duties of this job, the employee is occasionally exposed to moving mechanical parts, to wet and/or humid conditions, risk of electrical shock, and vibration. The noise level in the work environment is usually moderate to loud. International and/or domestic travel is required.

**PHYSICAL REQUIREMENTS:**

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.

While performing the duties of this job, the employee is frequently required to sit; use hands to finger, handle, or feel; reach with hands and arms and talk or hear. The employee is occasionally required to stand and walk. The employee must occasionally lift and/or move up to 30 pounds. Specific vision abilities required by this job include close vision and ability to adjust focus. The employee must have sufficient mobility to enable travel to industrial sites, offices, and facilities.

**Disclaimer**

The above information on this description has been designed to indicate the general nature and level of work performed by employees within this classification. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities, and qualifications required of employees assigned to this job.

EOE/M/F/D/V