



- **Power Supply Applications Sales Engineer:**

Fast growing distributor of Electronic Power Supplies & Components is now open in Sonora, CA. This is a management level sales support position that directly interfaces with our suppliers and proactively supports to the Sales team in order to facilitate the profitable development of new business. We are a sales-driven company and this position directly propels our ability to successfully book business.

The major responsibility is defining creative power solutions that enable our Sales team to win orders by ensuring customer responsiveness and great service. You must be able to provide effective technical leadership to the Sales team and directly interact with customers when required. You must be a "hands-on" manager that is responsible for maintaining excellent business relationships with fellow team members & suppliers at all levels.

Typical duties include researching and recommending solutions for power requirements, obtaining pricing, delivery & technical details, setting selling strategies, and providing timely and accurate responses to customer inquiries submitted by the Sales team. You will work with our Sales team, Product Managers, Suppliers, and Customers to help identify standard products, define value-added modifications, or complete custom solutions that will satisfy application requirements and win business.

This position is the nucleus of our technical capability. You will be responsible for organizing and managing all aspects of our value-added program including compiling bills of material, identifying component and assembly costs, recommending resale prices and strategies, creating comprehensive source control drawings, training production technicians, creating test specifications and fixtures as required, and defining final test procedures. This is a "cradle to grave" responsibility for the most lucrative segment of our business.

The leadership required of the Applications Engineer includes providing "chair side coaching" and stand-up training to other team members to increase their effectiveness, product knowledge, and technical selling skills.

One must be diligent and persistent in obtaining required information from suppliers while always maintaining excellent working relationships. You must have the ability to function in a high volume, time sensitive environment and will be responsible for providing excellent service and support to the Sales team.

Prior experience with Electronic Power Supplies including good knowledge of suppliers, products, technologies, and techniques are a pre-requisite. Familiarity with Industrial Distribution and a strong business background are also very desirable. Education should include a BS degree in Electrical Engineering or equivalent training and experience.

You must be able to provide great attention to detail, be a results oriented, self-starter requiring little supervision, able to function as a team player, and be willing and the able to learn many new skills. You must have good judgment, strong negotiating skills, and be very profit oriented. This position requires PATIENCE and excellent people skills.

Superior organizational skills, excellent communication skills, tenacity, enthusiasm, a strong customer orientation, and a high degree of sales savvy are all necessary. The Applications Engineer directly impacts our bottom line results.

In order to effectively function in this position, you must be very computer proficient since we use state-of-the-art Internet-based computers, custom and off-the-shelf business applications, and the very latest telecommunications systems to ensure a highly productive, flexible, and efficient operation. Prior knowledge of the Windows operating system, Microsoft Office applications, Internet Explorer, GoldMine, CorelDRAW, and popular mid range accounting applications are also preferred.

We will provide training and your compensation will include salary, no-cap commissions, and health benefits.

**Please direct all inquiries via e-mail to the attention of Bill Gordon at [jobs@power-plus.com](mailto:jobs@power-plus.com), fax your resume to (209)532-0747, or call (209)532-2994 x101.**