

Sales Engineer US Operations

Location: Blackhawk Rd. Rockford, IL

Department: Engineering

Reporting To:

Hours: 7:30am - 4pm

JOB DESCRIPTION:

The Sales Engineer is a professional who combines technical knowledge of Bergstrom products with sales skills to sell chillers, condensing units, and sheet metal products to a variety of industries in the technology and manufacturing sectors throughout the Southern United States, Mexico, and South America.

ESSENTIAL FUNCTIONS:

- Research and identify potential customers who may be interested in the company's products or services.
- Build and maintain strong relationships with customers, understanding their needs, and offering solutions to meet those needs.
- Demonstrate an in-depth knowledge of the technical aspects of the products and how they can cause specific problems for the customer.
- Meet with customers to understand their technical needs and challenges. Based on this understanding, help customize or recommend solutions that best meet the customer's requirements.
- May negotiate pricing and terms with customers to close deals and secure sales.
- Help create and deliver proposals or quotes for potential customers, often including the technical specifications, pricing, and terms of the offer.
- May also be involved in post-sale support, ensuring that the product is integrated correctly and addressing any technical issues that arise during implementation.
- Gather feedback from customers about product performance, which can help with future product improvements or modifications.

EDUCATION AND/OR EXPERIENCE:

- Bachelor's degree in engineering, business, or related field
- 3 years of experience in the HVAC, appliance manufacturer, or related industries
- Excellent reasoning skills: ability to define problems, collect data, establish facts, and draw valid conclusions. Be able to interpret an extensive variety of technical instructions and variables
- Excellent communication skills
- Proficient in Microsoft Office suite (Word, Excel)
- Bilingual in English and Spanish

PAY AND BENEFITS:

- The budgeted range for this role is \$80,000.00 USD - \$130,000.00 USD per year. The salary range provided is a good faith estimate representative of the desired level of experience for the position. Bergstrom Inc. considers several factors when extending an offer, including but not limited to, the role, function and associated responsibilities, a candidate's work experience, education/training, and key skills.
- Hired applicants may be eligible for benefits, including but not limited to, Bergstrom's discretionary incentive, medical, dental, vision, life insurance, short-term disability, long-term disability, 401(k) match, flexible spending accounts, employee assistance program, tuition reimbursement, paid time off and holidays.

TO APPLY:

If you would like to be considered and meet all the position requirements, please [email](#) your resume and cover letter to Andrew Hall in Human Resources.

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