



JOB TITLE:	Sales Engineer	RATE OF PAY:	\$125,000 - \$135,000 annually
DEPARTMENT/GROUP:	Sales & Marketing	SCHEDULE:	Full Time
Position Type:	Full Time 40+ hours per week	DATE POSTED:	02.03.2025
APPLICATIONS ACCEPTED BY:			
FAX OR EMAIL: Fax number: 585-494-8371 E-mail: hr@libertypumps.com		MAIL OR IN PERSON: Liberty Pumps 7000 Apple Tree Avenue Bergen, New York 14416 Attn: Human Resources	
JOB DESCRIPTION			

Qualifications and Education Requirements

Bachelor's Degree in Engineering or related field, and a minimum of 4 years' experience.

- Proficient with computer programs, including but not limited to Microsoft Word, Excel and Outlook, PowerPoint
- Knowledge of codes and standards
- Knowledge of specifications and how they are developed and utilized within assigned industries
- Knowledge of the plumbing industry (preferred)
- Excellent written and verbal communication skills
- Excellent interpersonal and customer service skills
- Detailed organizational skills
- Solid relationship building and strategic selling skills
- Ability to interpret and forecast changes in customers' product requirements
- Ability to function autonomously and as a team player
- Ability to give technical presentations in front of various types and sized groups. Confidence in delivering engaging presentations and product demonstrations
- Ability to communicate with all levels of the organization, internal and external
- Ability to perform with superior service, reflecting a positive company image while sustaining a positive attitude with those you interact with; always going above and beyond to help others out, regardless of their position or department

Ability to adhere to the highest standards of quality while continually performing at the highest possible level

Summary of the Position

The Sales Engineer will be responsible for driving Liberty specifications through the engineer/specifier community. This position will require an extensive working knowledge of our products and their application, crossing both wholesale products and engineered product divisions. The Sales Engineer will be an experienced professional who supports the sales team and reps in helping to sell Liberty's pump solutions to prospects and existing customers by getting our products written into job specifications. They possess technical knowledge, excellent communication skills, and a track record in selling complex solutions. Their role involves matching customer requirements to proposed solutions and delivering compelling presentations to a highly technical community.

Essential Responsibilities

Technical product understanding:

Possessing comprehensive knowledge of product specifications, functions, and technical intricacies to accurately answer customer questions.

Customer needs analysis:

Identifying customer pain points and requirements to tailor product solutions and present the most suitable options.

Technical presentations and demonstrations:

Delivering clear and compelling presentations explaining product features and benefits to potential customers, often including live product demonstrations.

Sales cycle management:

Participating in the entire sales cycle, including lead generation, qualification, proposal development, negotiation, and closing deals.

Technical support:

Providing pre-sale and post-sale technical support to customers, including troubleshooting and answering technical inquiries.

Relationship building:

Establishing and maintaining strong relationships with key decision-makers at client companies to foster long-term business partnerships.

Competitive analysis:

Staying updated on competitor products and identifying market trends to position the company's offerings effectively.

Collaboration with sales team:

Working closely with the sales team to provide technical expertise, support sales efforts, and coordinate customer interactions.

Additionally:

You will be expected to operate according to ISO 9001 requirements.

Held responsible and accountable to follow safety guidelines, maintain a clean and organized work area, and use good safety judgment. Expected to report all unsafe activities and conditions to the Supervisor and/or Safety Representative.

This job description is not designed to cover or contain a comprehensive listing of activities, duties, or responsibilities that are required of the member for this job. Duties, responsibilities, and activities may change at any time with or without notice.

Physical Requirements

Moderate physical activity performing somewhat strenuous daily activities of a primarily production/technical nature. Manual dexterity sufficient to reach/handle items, works with the fingers, and perceives attributes of objects and materials. Close vision (clear vision at 20 inches or less). Color vision (ability to identify and distinguish colors).

Working Conditions

Well-lighted, heated, and/or air-conditioned indoor office/production setting with adequate ventilation. Moderate noise (examples: business office with computers and printers, light traffic).

Additional Notes:

Employment is contingent upon successful completion of a physical and drug test.

Equal Opportunity Employer/ Protected Veterans/Individuals with Disabilities