



COMTRAN

Innovative Systems. Engineered Solutions.

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Position: Sales Engineer, Transit
The Sales Engineer reports to the Director of Business Development.

Description:

The position of Sales Engineer is a key member of the specialty products team providing both sales and technical expertise to grow newly established business and to cultivate new business for specialty solutions in the Transit market vertical. Working independently and in close collaboration with Comtran and Marmon team members, the Sales Engineer will grow Comtran's business by identifying and pursuing key opportunities within the transit market; cultivating relationships with technical influencers, specifiers, installers, and distributors in order to specify and sell Comtran's range of solutions for use in upcoming projects and ongoing design specifications. Additionally, the Sales Engineer will provide input and assistance in responding to RFQs, submittals, and other requests for information for Comtran's products as well as participate in key account and market growth strategies by providing technical presentations, white papers, applications notes and other content as requested. The focus will be in the United States and Canada and will require routine travel of approximately 75%. The incumbent, as part of the specialty products team, will be accountable to the annual business plan for the market vertical.

Scope and Responsibilities:

- Identify and track defined projects within the transit market vertical which utilize Comtran's products.
- Develop and cultivate relationships with key influencers and decision makers at Transit Authorities, Engineering Firms, key contractors and channel partners.
- Identify market, customer, and project technical requirements. Effectively communicate with Comtran engineering team for project requirements and product development.
- Identify competitive offerings and help capture details related to product performance, pricing, and product positioning strategies.
- Assist with follow ups on quotations and submittals to obtain feedback on product specifications and commercial offerings. Document findings.
- Utilize Salesforce.com to build database of projects and contacts within the transit market vertical.
- Utilize resources including but not limited to manufacturers reps, distribution salespeople, Comtran direct sales managers, Account managers and Product Manager(s) to develop and implement strategies to win projects.
- Focus on sustainable projects with emphasis on defensible Comtran spec position.
- Prepare and deliver presentations as required. Prepare technical documents such as white papers, case studies, and applications notes for use by Comtran's marketing team.
- Represent Comtran at industry conferences, association meetings, Marmon corporate meetings and other venues as required.
- Organize and manage a heavy travel schedule.

Qualifications:

- BS degree in a technical discipline (BSME/BSEE/BSCHE) preferred.
- Minimum of 5 years of significant experience in the transit market with a proven sales track record.
- Clear technical understanding of Data and Telecom networks. BICSI RCDD Designation a plus.
- Entrepreneurial and creative mindset.



A Marmon Wire & Cable/Berkshire Hathaway Company

- Team oriented individual who can easily collaborate with colleagues from different functional areas to achieve common goals.
- Superior communication skills (oral and written) with ability to interface on a highly technical level with external prospects and customers, as well as inter-departmental team-members in Engineering, Marketing, and Manufacturing.
- Must be driven, motivated, and disciplined to work remotely with ability to plan, execute and generate results.

