



**nOUR** Energy

Sales Engineer job description:

1. Establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales opportunities.
2. Contributes to team effort by accomplishing related results and sales targets.
3. Keeps management informed by submitting activity and results reports, such as daily reports, weekly work plans, and monthly and annual analyses.
4. Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, etc.
5. Recommends changes in products, service, and policy by evaluating results and competitive developments.
6. Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
7. Maintains professional and technical knowledge.
8. Provides historical records by maintaining records on area and customer sales.