



Power Door Products, Inc., a family owned business for nearly 50 years is seeking a Sales Engineer to sell and support our line of Gate Operators, Crash Gates, and Access Control Equipment in the following separate territories:

- *Virginia, Pennsylvania, Maryland and Washington DC*
- *New York, New Jersey and Pennsylvania*

As an Outside Sales Engineer you will be responsible for:

- Developing new accounts and expanding relationships with existing accounts.
- Sales Planning and Territory Management, Prospecting and Cold Calling.
- Close sales by building rapport with potential accounts; explaining products and service capabilities, understanding access control integration and implementation.
- Follow up on sales leads via in person visits, telephone calls, project site visits, email and social media.
- Maintain a database of customers and prospects, weekly sales calls, proposals and lost sales, input data to a CRM program.
- Updating job knowledge by participating in educational opportunities, trainings
- Meet Sales Goal provided by the Business Development Manager

Desired Skills and Qualifications:

- Bachelor Degree or equivalent sales experience required.
- Proven sales experience, business skills and the proven ability to learn.
- Mechanically inclined or a background in mechanical or industrial systems. Knowledge of Gate Operators, Perimeter Security and Access Control and Security a plus.
- Strong technical abilities
- Must possess good computer skills with proficiency in Microsoft Word, Excel, PowerPoint, Outlook and CRM.
- Candidates must be energetic, organized, self-motivated and have good oral, written and interpersonal skills, be capable of working independently, and exhibit common sense and good judgment.
- Exhibit professional appearance.
- Part of your job requires that you be able to lift and transport heavy equipment.
- Travel is a MUST-some overnight.

**Extensive training in our products and services will be provided.

We offer a competitive base salary plus commission and incentive/bonus plan, vehicle allowance, and cell phone.

Benefits package includes:

Health Insurance, Dental, 401K, paid vacation and holidays.

Background and driver's license check is required. **We are an equal opportunity employer.**

Email resume (angel@powerdoorproducts.com) with salary requirements.