



# IMMEDIATE EMPLOYMENT OPPORTUNITY

## Sales Engineer



### **Nationwide Boiler Delivers:**

- *Competitive Salaries & Incentives*
- *Attractive Benefits Package*
- *Safe & Comfortable Working Conditions*
- *Opportunities for Advancement*
- *Challenging Work Assignments*

### **Benefit Highlights:**

- *Paid Family Medical & Dental*
- *401K/Profit Sharing Plan*
- *9 Paid Holidays a Year*
- *Paid Sick Leave*
- *Employee Life Insurance*

### **Corporate Quick Facts:**

- *Founded in 1967, Privately Owned*
- *Products Include Boiler Rentals/Sales, SCR Systems, Economizers, Feedwater Systems & PLC Controls*
- *Over 60% of Sales are from Repeat Customers*
- *25,000 sq. ft. Fabrication Facility*

### **Nationwide Boiler Inc.**

42400 Christy Street  
Fremont, CA 94538

**Phone:** 510.490.7100

**Fax:** 510.490.0571

**E-mail:**

jobs@nationwideboiler.com

**Website:**

www.nationwideboiler.com

*\* Benefits are subject to change without notice.*

Nationwide Boiler Inc. has an immediate employment opportunity for a qualified Sales Engineer who will be responsible for the rental and sales activities for Nationwide Boiler's fleet of package firetube and watertube boilers, feedwater systems, air pollution control equipment, and related systems, located in Fremont, CA.

### **Major Duties & Responsibilities**

- Receives and processes new sales inquiries for Nationwide Boiler's products and services.
- Determines customer requirements and the general scope of equipment.
- Prepares and submits proposals and sales presentations to customers.
- Visits new and existing customers to build customer relations, generate new leads, and promote Nationwide Boiler's products and services.
- Processes all inquiries and proposals into a completed job file once a purchase order is received.
- Interacts and interfaces with other departments within the organization including engineering, service and the fabrication facility.
- Provides technical assistance to customers, as required.
- Assists Nationwide Boiler's Marketing department in the promotion of Nationwide Boiler's products and services at trade shows, seminars, and conferences, as needed.
- Maintains an awareness of market conditions and competitor intelligence.
- Promotes the sale of reconditioned equipment.
- Exhibits a commitment to provide exceptional customer service and support during all stages of the sales process.

### **General Knowledge & Skills**

- Ability to communicate effectively with customers and others within the organization.
- High level of organization skills and the ability to prioritize tasks.
- General computing skills including experience using Microsoft Office applications.
- Ability to work within a team-oriented environment.
- Ability to meet sales goals and objectives.

### **Preferred Requirements**

College degree in either of the following fields of study or at least 3-5 years of relevant work experience:

- Facilities Engineering Technology
- Marine Engineering Technology
- Mechanical or Chemical Engineering

This position reports to Nationwide Boiler's Vice President, Sales and Marketing, and is located in Fremont, CA. Some travel is required.