

Sales Engineer

Advanced Protection Systems has need for a Sales Engineer. We specialize in fire alarm design, installation, inspection and monitoring. In addition to our Fire Alarm work, we offer services in CCTV, Security for Home and Office, Access Control and other systems. This full-time position would develop new business and relationships primarily in the education, healthcare, commercial, financial and hospitality markets. The position is in Billings, Montana and may require some light regional travel.

Duties include:

- Actively seek new business in each industry.
- Help customers plan and size their building specifications.
- Prepare budgetary proposals.
- Review project requirements and bid specifications, recommend various design/integration solutions and assist in the planning, commissioning and documentation of these solutions.
- Act as a liaison with our support staff and customers to ensure excellent customer service.
- Use his/her expertise to support other departments (installation, maintenance, engineering, design, etc.)
- Work in tandem with Project Management to meet and exceed customer requirements.

Qualifications

- Minimum of three years' experience in a sales engineering capacity in the same or related field.
- Systems Integration, Mechanical, Electrical experience helpful.
- Team player with strong verbal and written communication.
- Working knowledge of blueprints, design, installation, inspection, monitoring and networking technologies desired.
- Proficient computer and software skills.
- Ability to establish priorities, work independently, and proceed with objectives without supervision.
- Self-starter that is organized and able to manage and prioritize tasks effectively while working toward aggressive deadlines a must.
- Capacity to rapidly assess and solve complicated problems.
- Capacity to work under pressure and in diverse environments.

Compensation includes salary plus commission. Benefits Available.