



### **Inside Sales Engineer**

Ceilcote APC, the market share leader in our air pollution control niche, is seeking an experienced Inside Sales Engineer to join our fan engineering sales group for North America. This job will be based in our headquarters in Strongsville, OH.

The qualified candidate, under the direction of the North American Sales Manager, will serve as a key salesperson for our unique air handling equipment. Our fans are sold both stand-alone and as integral part of our air pollution control systems. The successful candidate will serve as the primary interface between the company and its outside sales representatives, consultants, customers and potential customers. This successful candidate would be responsible for collecting requirements on the application, then sizing the correct air handler(s) to satisfy those requirements. This person will be responsible for preparing proposals, transmitting them to the prospective customer, representative or consultant and then following up to ensure closure.

B.S. Degree in Mechanical Engineering is required. Candidate must be able to successfully interact with varying levels of management within the organization, operate effectively with our sales channel partners, and with existing and potential customers. Candidate must be able to function as team member and an independent contributor. The ability to travel 10% is required.

We offer competitive income and benefits and the opportunity to become a part of the best-known and largest provider in the industry. No phone calls or recruiters please.