



Mechanology, Inc., is a recognized innovator in the field of compressors and expanders. Our positive displacement technology has been described as the first major innovation in compressor design in over 30 years, and Mechanology's technological developments have truly enabling capabilities in numerous markets including renewable energy, power recovery, and process technologies. Please visit www.mechanology.com to learn more about our core technologies and mechanical innovations.

Inside Sales Engineer

Key Responsibilities:

The Inside Sales Engineer has responsibility for supporting the direct and indirect sales resources of the company.

Key Tasks:

- Receives all RFQ's and inquiries for steam turbines
- Maintains a log of all received proposals & quotations
- Clarifies the specifications and commercial terms if necessary
- Uses sizing model to determine best offering
- Uses pricing model to determine product cost & obtains estimates for other auxiliary components
- Reviews final pricing with the Sales Manager
- Confirms delivery schedule with engineering and manufacturing
- Generates and submits quotations
- Responds to questions posed by customers & the sales force
- Keeps salesman / rep fully informed during the process
- Once an order is received, prepares complete document folder of all relevant communications and other pertinent information such as the sizing report & cost estimate sheet

Measurable Criteria:

- Number of quotes issued
- Accuracy of quotes
- On-time performance
- Maintenance of proposal / quotation logs
- Booked vs. Shipped GM %
- Feedback from sales force

Education & Experience:

- Engineering degree (Mechanical or Electrical)
- Prior experience in a similar position would be an advantage
- Good computer skills, with intimate knowledge of MS Office & Project software

Other:

- Primarily an office position with limited travel