

Overview

ESI Inc. of Tennessee, an employee-owned company, is seeking a talented **Engineering Sales Manager** to join our team in Kennesaw, Georgia. This position requires a Bachelor of Science in Engineering and experience in sales management, estimating, and proposal development in the steam and power industry.

Engineering Sales Manager

Primary Role:

Competitive, passionate, and goal-oriented Sales Manager with the experience and capability to quickly and aggressively build our ongoing Engineering, Procurement, and Construction Services pipeline in the Utility and Industrial Steam and Power Generation Industry. Must be comfortable working as both a team player and a coach/leader in order to continue the development of, and build on our existing Sales Engineering and Proposal Development Team. An engineering and construction background is required in order to plan, develop, manage, and execute our estimating and proposal development efforts with both new and existing clients.

Primary Responsibilities:

- Work closely with our Business Development Team to ensure quality client contacts, client needs assessments, solutions development, and effectively manage the bid/no-bid process as it relates to current and planned opportunities.
- Maintain responsibility for performance of all sales activities across ongoing and new pipeline efforts.
- Manage the Sales Engineering/Proposal Development and Estimating functions required to develop accurate and effective proposals to our clientele.
- Train and motivate a Sales Team toward hitting specified sales goals. This includes setting team goals and conducting quarterly performance reviews with all team members.
- Provide strong leadership to achieve maximum profitability and growth in conjunction with the Company goals.
- Continually analyze the sales process in an effort to refine and improve its success.
- Strive to achieve the highest levels of customer satisfaction with all customer interactions.
- Support the development of strategic action plans for key accounts and key industries (both new and existing) that align with ESI's overall business goals in the United States.
- Strategically plan and forecast competitive information through research and development utilizing Customer Account and Database services, as well as standard research utilizing the internet or energy related portals. Be able to direct the interpretation of such data for the development of marketing/sales strategies.
- Participate in the Business Development, Marketing, and Sales Engineering/Estimating planning and tracking processes.
- Utilize existing CRM (SalesForce), Project Research Databases (Industrial Info Resources), and Existing Contact/Accounts to develop business opportunities that meet ESI's existing and future business goals.
- Takeover and or Develop "Key Account" solutions to develop programmatic offerings/relationships with past customers.
- Regularly meet with clients (existing/new) to discuss key needs and project/services opportunities in their Pipeline to support the Sales Engineering and Estimating functions of the business.
- Track and manage the complete sales pipeline from leads through contract negotiations.

Skills, Qualifications and Experience:

- Four year engineering degree with a career emphasis on sales management, estimating, and proposal development, or an equivalent combination of training and experience is preferred. Mechanical or Electrical engineering background is preferred.

- Five plus years of Steam/Power Generation engineering and construction related experience preferred.
- Must be sales and goal-oriented with a proven track record of successful proposal/development closures.
- Must possess excellent communication (verbal and written) skills with the ability to produce highly professional proposals to clients that are both technical and commercial in nature. Proven track record of successfully executing in a team environment is a must.
- Must have a strong technical background in steam and power generation equipment including but not limited to: Power Boilers, Package Boilers, HRSG's, BOP Steam and Waterside Equipment, Steam Turbines, Combustion Turbines, AQCS, and Material Handling.
- Must have at least five years of estimating experience in an engineering, construction, or EPC related company in the Utility and or Industrial Steam and Power Generation space.
- Must have at least five years of experience with managing a team of sales engineers and or estimators.
- Must be able to develop and communication Project Execution Schedules, and develop Project and Construction execution plans.
- Must possess a valid, non-restrictive driver's license.
- Experience in Microsoft Office required.
- Experience with SalesForce is required.
- Experience with Industrial Info Resources or similar third party database is required.
- Experience to proficiently discuss both the technical and commercial aspects of steam and power generation engineering, equipment, construction, and commissioning is required.

Company



ESI Inc. of Tennessee is a design engineering and construction firm that specializes in steam and power generation facilities. We are the **Steam & Power SPECIAL FORCES®** providing clients with innovative, cost-effective, and environmentally-friendly solutions.

For additional information, please visit our website at www.esitenn.com.

ESI is an employee-owned company that offers competitive salaries, a complete benefits package, 401K matching, educational reimbursement, and works only a half-day on Fridays.