

# KYUNG DONG AMERICA, INC.

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| Job Title: Sales Engineer | Department: Sales |
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Global manufacturer are looking for a Sales Engineer to develop business in plumbing and HVAC industry of North American market.

## Position Overview

Responsible for developing and managing all aspects of accounts including technical pre- and post-sales support in each regional market with its regional salesperson. Provide variety of technical information include trainings, system designing/sizing and trouble-shooting within the company products specifications.

## Essential Job Functions

- Provide product/application seminars for engineers, plumbing, mechanics, wholesaler staffs, and general contractors
- Primary, day-to-day responsibility to technical support to sales representatives, installers, contractors, distributors, engineers and architects as direct by management, for the purpose of education and promotion of Company's products.
- Responsible for maintaining clear written records of all contacts and potential business in required format.
- At a technical level ability to identify, research, and solve contractor/end user installation and product use issues. Use technical knowledge to advise best product for particular application.
- Ability to clearly identify business vs. technical problems and either resolve or escalate appropriately in the best interest of the customer and/or Company.

## Non-essential Job Functions

- Support in warehousing
- Participate in tradeshow and other marketing activities
- Assist other departments as needed

## Requirements

- Bachelor of Science in Engineering or Physical Sciences, or over 3 years industry experience
- Ability to articulate problems and solutions in simple to understand language at appropriate levels: laborer, contractor, distributor, specifying engineer and architect.
- Good presentation/public speaking skills and strong customer service skills
- Able to carry sample product and merchandizing displays into and out of customer locations, carry and deliver for shipment and load and unload from car/van frequently.
- Basic knowledge of computer especially with Microsoft Office applications
- Ability to drive/travel - approximately 30% out of town travel required

## Other Skills/Abilities

- Mechanical drawing knowledge including computer-aided design experience preferred
- Entry Level with college degree or experience in plumbing and heating industry welcome

KyungDong America, Inc. offers the training, tools, and support to make our employees successful. We provide a comprehensive benefits package including medical, dental, life insurance, and a company car (business use only). Please forward your resume along with contact information to [clarajo@aqenergy.com](mailto:clarajo@aqenergy.com) or fax it to 949-955-9229.

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| NOTE: This job description is not intended to be all-inclusive. Employee may perform other related duties as negotiated to meet the ongoing needs of the organization. |
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