



Application Engineer – Excitation

Highland, IL

- Job Summary:** Facilitate in the sales process by promoting Basler products to potential and existing Basler Customers. Provide application engineering support to Customers for Power Systems Group products. Lead in providing application engineering support to Customers and group personnel for Power Systems Group products. Provide leadership and motivation to Sales Representatives with training; conduct product presentations and seminars for Customers; and participate in industry functions.
- Reports to:** Strategic Accounts Manager – Excitation
- Essential Duties:**
- Present Basler products to Customers by providing technical expertise through the different phases of the sales process. Recommend Basler products to meet the Customer's needs through feature-benefit selling.
 - Schedule visits with current and potential Customers. This may be in conjunction with local Sales Representatives or Territory Managers.
 - Handle correspondence with Basler Electric Customers and Sales Representatives on matters relating to applications, technical support and other activities that are deemed necessary.
 - Assist with correspondence with Basler Electric Customers and Sales Representatives on matters relating to applications, technical support, and other activities that are deemed necessary.
 - Take lead roles in training Basler employees including other application engineers, design engineering and application specialists. Take lead role in setting up and developing formalized seminars and schools at Customer locations. Assist sales managers and Sales Representatives in setting up product and sales strategies as needed.
 - Present Basler Electric products and systems to Customers at various seminars held throughout the year, including regional seminars, Basler seminars and other conferences as necessary.
 - Write technical White Papers and application notes as necessary.
- Requirements:**
- Bachelor's degree in Electrical Engineering and/or Licensed Professional Engineer in related field and/or a technical equivalence degree.
 - Minimum 2 years of experience as regional application engineer or five (5) years of experience in a related field.
 - Willingness to travel up 50% in to the assigned territory.



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Contact:

Basler Electric welcomes employment applications received directly from interested candidates. We prefer that you submit your resume in Microsoft® Word or Adobe® PDF format.

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