



Application Engineer - Excitation

Highland, IL

Job Summary: Facilitate the sales process by promoting Basler products to potential and existing Basler customers. Provide application engineering support to customers and group personnel for Power Systems Group products. Provide leadership and motivation to Sales representatives with training, product presentations, and seminars for customers as well as participation in industry functions. Provide detailed market feedback directly to Product Line Managers for use in product development, sales collateral, and product roadmap planning.

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, Territory Managers, or Basler-authorized distributor personnel.
- Perform customer onsite application assessment and product configuration support for power systems.
- Develop and deliver correspondence with Basler Electric customers and Sales Representatives on matters relating to applications, technical support, and other activities that are deemed necessary.
- Take a lead role in training Basler employees including other application engineers, design engineering and application specialists, as well as customers on Basler product applications.
- Take a lead role in developing and presenting formalized seminars at customer locations and industry events.
- Assist Sales Managers and Sales Representatives in setting up product and sales strategies as needed.
- Write technical white papers and application notes as necessary.
- Perform other tasks as assigned.

Requirements:

- Bachelor's degree in Electrical Engineering and/or Licensed Professional Engineer in related field and/or a technical equivalence degree.
- Minimum two (2) years of experience as an application engineer in power systems preferred, or five (5) years of experience in a related field.
- Willingness to travel up to 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.

Basler Electric Company
Human Resources
12570 Route 143
Highland, IL 62249-1074

Tel: +1 618.654.2341, ext. 252
Fax: +1 618.654.2351
Email: employment@basler.com

Benefits:

Basler offers a comprehensive benefits package which offers: Medical, Prescription, Dental, Vision, Life, and AD&D insurance; a 401k plan; paid leaves for Vacation, Holiday, Sick, Jury Duty, Bereavement; tuition reimbursement. All benefits are subject to eligibility requirements.

Compensation:

We anticipate filling the Application Engineer position with an expected compensation range of \$70,000 - 100,000. We are open to reviewing additional candidates with more or less experience and the pay range may differ if filled at a different level. Our pay ranges are determined by job, responsibility, and location. Starting pay and job title are based on location and job-related factors such as candidate experience, training, knowledge, and skills.