

Sales Engineer (Gulf Coast)

Become a member of a Best-in-Class Sales Organization at a Company Poised for Strong Growth

What does every top-notch sales professional need to be successful?

A top-notch product to sell:

- Most technically advanced product in the market.
- Best “cost of ownership” in the market.
- Committed to growth and expansion in the market place.

Why RTP?

- Earn **excellent compensation & benefits**, including a competitive base + uncapped commission.
- Enjoy a **high-growth environment** with aggressive goals for the future. You'll play a critical role in that growth.

Take ownership of your sales strategy.

The primary responsibility of a Sales Engineer at RTP is to identify potential customers within the Gulf Coast region. This role emphasizes aggressively establishing new relationships and generating revenue growth. Responsible for developing and executing prospecting plans that will lead to successful signing of new business contracts including building relationships with EPC firms and System Integrator companies.

Do you have what it takes?

- Hunter - Do you possess effective prospecting skills that will enable you to identify, penetrate and close on new business?
- Ownership - Do you possess a consultative sales approach combined with effective negotiation skills? Do you have a desire to accept new challenges? Are you results driven?
- Strong Work Ethic - Do you have a persevering, professional and positive attitude? Can you successfully manage your time, prioritize your workload and work independently while staying motivated?
- Accountability - Are you results driven? Are you committed to constant improvement and learning?

You'll need some experience:

- Minimum two years sales experience in selling safety or process control systems.
- Experience in Industrial Automation, specifically Power Generation, Chemical, Oil, or Gas in the Gulf Coast area.
- Proven prospecting skills that deliver new business.

RTP Corp. located in Pompano Beach, FL is an established company with a strong reputation in critical control and safety applications. Our control products have been purchased and installed by major global customers for more than 50 years.

If you would like to find out for yourself what a great opportunity this is, forward your resume and we will contact you.