

## **Sales Engineer / Regional Sales Representative**

**Locations:** (1) CT, Western MA, VT (2) Maine, NH, Eastern MA, RI

### **Job Description:**

EAS, Inc. is currently seeking qualified professionals to fuel the growth of our company. Sales Engineer / Regional Sales Representative positions will be initially focused on building business within a specific territory, with the opportunity for management responsibilities upon demonstrating success. The position partners closely with clients and manufacturers to recommend and oversee implementation of industrial ventilation and air pollution control equipment.

### **Qualifications:**

Civil engineers, mechanical engineers, or related degrees are well-suited for this position, though an engineering degree is not required. Independent initiative, client focus, and strong mechanical aptitude are necessary. Experience with fans, dust collectors, and other industrial ventilation and air pollution control equipment is a plus.

### **Key Responsibilities:**

- Developing new accounts and growing business at existing accounts
- Learning client systems and processes
- Understanding EAS's product offering and partner equipment manufacturers
- Providing technical consultation for equipment selection
- Partnering to design and build systems
- Preparing proposals and quoting projects
- Delivering presentations
- Monitoring industry trends

**Compensation:** Base salary plus commission.

**Contact:** EAS HR / Leadership Development [nancy@easne.com](mailto:nancy@easne.com)