

Job Description: Sales Application Engineer- LED Lighting and Automated Building Controls

Contact: Arlene Baublitz
(443) 320.2233
Arlene.baublitz@autani.com

FOR IMMEDIATE DISTRIBUTION
Locations: Nashville, TN
Columbia, MD

Individuals in this position will work as the primary sales engineering and quoting resource for large scale LED lighting and controls projects. Additionally, this position will support installation, provide sales and technical feedback to the Engineering and Operations teams related to products and services, and support customer satisfaction post-sale activities, as needed.

Responsibilities:

Primary job responsibilities include determining customer's specific technical requirements and product feature needs; assisting in determining customer's project scope and definition of work; generating submittal packages (product data sheets; bill of materials; standard and customer drawings; layout and connection detail drawings; return on investment analysis; etc.); creating standard drawings for typical product applications; generating quotes; interfacing with facilities managers, contractors, distributors, architects, and other customer staff to ensure full functionality of products to meet customer needs; participating and/or leading in site-surveys; attending pre-bid and pre-construction meetings; supporting installation activities; participating in product feature development by offering insight into customer needs and industry requirements; providing technical support for customer feedback to engineering, operations and customer solutions.

Requirements and Qualifications:

BS degree in an engineering discipline or combination of experience and education; experience performing sales application engineering for the commercial lighting industry, HVAC and/or lighting controls industries preferred; experience performing on-site surveys and plan take-offs for facilities in excess of 100,000 square feet; experience providing quotes; understanding of project scheduling, task definition and effort estimation; ability to take project from concept to completion; strong design evaluation and documentation writing skills; ability to travel within the continental U.S. up to 70% of time.

Enterprise Solutions is an Equal Opportunity Employer.

About Enterprise Solutions

Enterprise Solutions provides full-service electrical implementation and energy optimization in new and existing buildings. By forming strategic partnerships with industry leaders in energy services and automation, we are the one-source solution for a comprehensive range of energy-saving products and services. In merging our distinct competencies in implementation, energy efficiency, information technology and the Internet of Things into a unified approach, we transform facility management and performance. We help clients identify the best solution for their environment and transition or build their infrastructure into a low-cost, energy efficient system. Our customers have typically experienced a reduction in the energy consumption from 30 to 70%, with a return on investment (ROI) period of one to three years.

Benefits Offered

Medical

Dental

Vision

401k

Paid Time Off

Paid Holidays

Innovative and supportive environment

Keywords: LED, Commercial Lighting, Commercial Lighting Controls, Energy Management Systems, Occupancy Sensors, Networked Lighting Controls, Wireless Controls, Automated Building Controls, Building Automation, Energy Efficiency, Lighting Systems Design