



Our business units have a team of support engineers, whose territories may or may not align with the sales territories of Purvis Industries. Each support engineer is responsible for the following within their territory:

- First-line Hydraulic and Pneumatic support to our customers (sales representatives are customers)
- Promotion of Business Unit lines to internal and external sales representatives
- Training of sales representatives on new and existing Business Unit lines
- Reinforcement of Purvis Industries culture and procedures
- Technical sales tasks: specification writing, schematics, product crossovers, system analysis

Expectations / Accountability:

- Visit all regions of your territory at least once every 4-6 weeks
- Twelve product training in each territory each year
- Become certified completely on vendor products as required by the BU Business Development Manager
- IFPS certifications
- Work with sales representatives on projects as needed
- Follow all safety guidelines and procedures at customer sites

Qualifications:

- Some product, technical, and application knowledge
- Computer literate – Excel/Access/Word/PowerPoint
- Strong communication skills
- Commercial awareness
- Ability to work with people by phone/E-mail in other locations
- Fault finding and problem-solving ability
- Attention to detail when required but also awareness of the importance of speed and efficiency
- Self - motivated individual who can multi-task, meet customer deadlines whilst maintaining a high quality of work
- The individual will be expected to develop his / her commercial awareness, application, market and competition awareness with more experienced members of the team
- The person must be a strong communicator in both written and oral format
- The individual must be prepared to manage, take ownership and responsibility for projects and see them through to successful completion

Purvis Industries offers a business casual environment with competitive salary and benefits that include medical, dental/vision, Life, and 401k matching, as well as an aggressive vacation schedule.

Purvis Industries is an Equal Opportunity Employer, and promotes a drug free workplace.



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