

## **Power and Air Sales Engineer**

### **Company Description:**

Founded in 1998, OmniMetrix is the leader and pioneer in Internet of Things (IoT) wireless remote monitoring, diagnostics and control of critical assets. We increase asset reliability by eliminating 95% of "fail to start" situations. Our sophisticated systems provide 24/7, continuous diagnostics for emergency Power and Air compressor applications, gas pipelines, oil & gas equipment, and military and government assets.

We provide real-time notification of changes or alarm conditions in the network of equipment. Our web - based user interface provides extensive reporting, analysis, graphing capabilities and remote control of critical equipment. Our system is currently installed globally on a wide range of critical facilities and gas pipelines, including cell towers, grocery stores, medical facilities, data centers and public transportation systems, as well as federal, state and municipal government facilities.

### **Job Description:**

The Sales Engineer is a vital function at OmniMetrix as the main technical interface between our valued customers and our engineering, sales, and marketing teams. You will be an essential contributor to the growth of OmniMetrix as we expand with new products and use cases in the Power Generation and Air Compressor Internet of Things (IoT) fields. This is a unique role as it requires both the mind of an engineer and social talents of a salesperson. This role will report to the Vice President of Sales.

### **Duties and Responsibilities:**

- SE will be the technical expert and the main technical liaison for all sales executives:
  - First point of contact on all technical customer questions
  - First point of contact for internal OM technical questions to customers
  - Will coordinate effectively between customers/prospects and the internal OM resources utilizing the sales executive as needed
- Help the sales executive qualify market needs from a product function/capability standpoint
- Install and troubleshoot all Power and Air equipment in the field as needed by the sales executive in the furtherance of the sales process
- Backup technical support on all Power and Air customer issues as the first call from technical support. SE will determine if engineering resources needed.
- Primary technical support person during the 3G to LTE PG conversion process
- Travel with sales executives as needed for technical presentations
- Partner with sales executives to plan, prepare and execute on strategic deals in complex sales cycles
- Successfully match customer desires, needs, and/or requirements to proposed solutions
- Create and deliver powerful presentations and demos that clearly communicate the uniqueness of the value proposition
- Manage all technical aspects of RFP / RFI responses
- Effectively communicate client needs to the R&D teams for future product enhancements
- Collect and document competitive intelligence

- Be proactive in learning about our product line and the Power and Air business/market
- Take pertinent continuing education to enhance knowledge base in the Power and Air monitoring space

**Qualifications:**

- Sales Engineering and/or tech support experience (2 years preferred) or technical college degree
- Electrical and Mechanical background
- Knowledge of IoT and applications that support them
- Power Generation and Air Compressor knowledge
- Proven sense of urgency in completing tasks and meeting customer expectations
- Proven ability to handle multiple tasks and prioritize appropriately
- Proven ability to work well under pressure and deadlines
- Desire to travel up to 60% of the time with home base being the Buford, GA HQ preferred
- Working knowledge of Excel, MS Project, Word, and PowerPoint, or equivalent software

**Key Competencies:**

- Comfortable working around 120/240/480 VAC, electrical equipment, and fuel tanks
- Ability to work with the tools necessary in the Power and Air Monitoring space (screw drivers, sockets, drills, etc.)
- Hungry to learn and succeed in an exciting, dynamic, growth company environment
- Responsible, ethical, trustworthy
- Results-oriented
- Able to work independently
- High level of self-awareness, emotional intelligence
- Excellent Customer Service skills
- Highly organized, detail-oriented, self-disciplined, problem-solver
- Adaptable
- Team player

**Compensation & Benefits:**

- Compensation will be competitive and based on qualifications and experience
- Medical & dental insurance
- 401k plan
- Paid time off plan
- Stock option plan

Interested candidates should send a resume and cover letter to [careers@omnimetrixconnect.com](mailto:careers@omnimetrixconnect.com)