

# DESOTEC – Sales Engineer - EPC & Engineering Firm Relations

We are seeking a dynamic and technically proficient Sales Engineer to lead strategic engagement with EPCs and Engineering Firms. This role is pivotal in driving revenue growth through long-term relationship building, technical consultation, and solution-based selling. The ideal candidate will possess a strong engineering background, exceptional communication skills, and a proven ability to navigate complex sales cycles within industrial, infrastructure, or energy sectors.

## Key Responsibilities

- Develop and maintain strong relationships with key decision-makers at EPCs and Engineering Firms.
- Identify project opportunities early in the design phase and influence specifications toward company solutions.
- Provide technical expertise and product knowledge to support client needs and project requirements.
- Collaborate with internal engineering and product teams to tailor solutions for client projects.
- Lead presentations, demos, and technical workshops to educate clients on product capabilities.
- Track and manage pipeline of EPC-driven projects from concept through execution.
- Represent the company at industry events, trade shows, and technical conferences.
- Monitor market trends and competitor activity to inform strategic positioning.

## Qualifications

- Bachelor's degree in Engineering
- 5+ years of experience in technical sales, preferably with EPCs or engineering consultancies.
- Deep understanding of project lifecycle within industrial, energy, or infrastructure sectors.
- Strong interpersonal and relationship-building skills.
- Ability to translate complex technical concepts into compelling business value.
- Proficiency in CRM tools and sales pipeline management.
- Willingness to travel as needed (up to 50%).

## Preferred Skills

- Experience with capital equipment, automation systems, or industrial technologies.
- GAC and related services
- Familiarity with project bidding processes and specification development.
- Existing network within EPCs or engineering firms is a strong plus.

## What We Offer

- Competitive salary and performance-based incentives

- Health, Dental and Vision effective from day one
- Unlimited PTO
- Company Car
- 401k match—dollar-for-dollar up to 4% of annual salary
- Health Savings Account
- Paid holidays and parental leave
- Flexible Spending Account (FSA) options
- Collaborative and innovative work environment
- A front-row seat in a vibrant, sustainable company on a mission

### **Our Purpose**

DESOTEC is on a mission to protect our planet. We provide mobile activated carbon filtration solutions for purifying air, water, and other gases and liquids. Our circular model reactivates spent carbon, making our solutions not only effective—but sustainable.

<https://www.desotec.com/en>