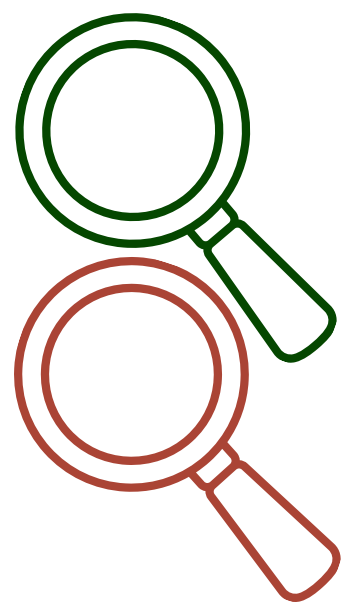




Job Advertisement: Technical Sales Engineer (Manufacturing & Industrial Plants)

Company: Energychem Industry Inc.

Location: Ayala Alabang, Muntinlupa City, Philippines

Position Type: Full-Time

Department: Sales

About Us

Energychem Industry Inc. (ECI) is a leading provider of comprehensive engineering solutions, equipment, and technical services. For over 23 years, we have partnered with world-class international principals to deliver reliable, high-performance mechanical and electrical systems to the Philippine market. We are committed to optimizing the operational efficiency of our clients through innovative technology and exceptional service.

The Role

We are seeking a highly motivated and technically proficient **Technical Sales Engineer** to join our dynamic sales team. In this role, you will be the primary technical resource and product advocate for our **Manufacturing and Industrial Plant** sector. You will be responsible for driving the technology evaluation stage of the sales process, working closely with clients to understand their complex engineering needs and providing tailored solutions.

You will focus on selling and promoting ECI's robust portfolio of industrial products, including:

- Air Filter & Dust Collector Systems
- HVAC & Refrigeration Systems
- Heat Exchanger Systems
- UPS Dynamic Systems
- Other specialized Mechanical Equipment

Key Responsibilities

- **Technical Advocacy:** Articulate technology and product positioning to both business and technical users, identifying all technical issues of assigned accounts to ensure complete customer satisfaction.
- **Business Development:** Initiate and establish new accounts by identifying potential customers, planning sales call schedules, and developing long-term relationships with existing clients through regular visits.

- **Solution Engineering:** Conduct site surveys, produce Scope of Work (SOW) documentation in coordination with the Engineering & Service Team, and prepare accurate cost estimates.
- **Consultative Selling:** Determine improvements by analyzing cost-benefit ratios of equipment and proposing engineering changes. Gain customer acceptance by demonstrating cost reductions and operational improvements.
- **Sales Execution:** Respond to RFPs and RFIs, make compelling technical presentations, meet regular sales target quotas, and coordinate projects across departments.
- **Technical Support:** Provide pre-sales technical assistance, product education, and coordinate with the Technical Service Manager for after-sales support services.

Qualifications

- **Education:** Bachelor's Degree in Mechanical Engineering, Electrical Engineering, or Industrial Engineering.
- **Experience:** At least 1 to 2 years of proven technical selling experience within the manufacturing or industrial sector.
- **Skills:**
 - Strong ability to understand and interpret complex technical requirements.
 - Excellent communication and presentation skills to effectively persuade clients that our products best satisfy their needs in terms of quality, price, and delivery.
 - Ability to establish personal rapport with potential and actual customers.
 - Proactive approach to maintaining professional and technical knowledge.

Why Join ECI?

At ECI, you will be part of a team that values technical excellence and long-term client partnerships. We offer a collaborative environment where your engineering background and sales acumen will directly contribute to the success of major industrial operations across the country.

How to Apply:

Please submit your updated resume and a cover letter detailing your relevant technical sales experience to:

carenramos@energycheminc.com
applemacavinta@energycheminc.com

