



## Job Advertisement: Technical Sales Engineer (Marine & Power Industry)

**Company:** Energychem Industry Inc.

**Position Type:** Full-Time

**Location:** Ayala Alabang, Muntinlupa City, Philippines

**Department:** Sales

### About Us

Energychem Industry Inc. (ECI) has been a trusted engineering partner in the Philippines for over 23 years. We specialize in providing top-tier mechanical and electrical equipment, alongside expert technical services, to the most demanding sectors. By partnering with leading global manufacturers, we ensure that our clients' vessels and power plants operate with maximum reliability and efficiency.

### The Role

We are currently looking for a dedicated and technically skilled **Technical Sales Engineer** to drive our business in the **Marine & Power Industry**. In this critical role, you will act as the primary technical advisor and product advocate for our field sales force. You will manage the technology evaluation stage of the sales process, ensuring that our solutions align perfectly with the rigorous demands of marine operations and power generation facilities.

Your primary focus will be on marketing and selling our specialized portfolio, which includes:

- Diesel Engines & Spare Parts
- Auxiliary Systems and Parts
- Air Filter & Dust Collector Systems tailored for heavy industry applications

### Key Responsibilities

- **Technical Advocacy:** Articulate complex technology and product positioning to both business decision-makers and technical users (such as Chief Engineers and Plant Managers). Identify and resolve all technical issues for assigned accounts to guarantee customer satisfaction.
- **Business Development:** Proactively identify potential customers to initiate new accounts. Develop and maintain long-term relationships with our existing client base through consistent visits and expert management of their technical requirements.
- **Solution Engineering:** Conduct comprehensive site surveys and produce detailed Scope of Work (SOW) documentation in close coordination with our Engineering & Service Team. Prepare accurate cost estimates by studying plans and consulting with support professionals.

- **Consultative Selling:** Analyze cost-benefit ratios of equipment and propose engineering improvements. Successfully gain customer acceptance by clearly demonstrating cost reductions and operational enhancements.
- **Sales Execution:** Respond effectively to RFPs and RFIs from new and existing clients. Meet established sales quotas, make persuasive technical presentations, and coordinate complex sales projects across all relevant departments.
- **Technical Support:** Provide robust pre-sales technical assistance, deliver product education to customer staff, and ensure seamless after-sales support by coordinating with the Technical Service Manager.

## Qualifications

- **Education:** Bachelor's Degree in Mechanical Engineering, Marine Engineering, Electrical Engineering, or Industrial Engineering.
- **Experience:** A minimum of 1 to 2 years of successful technical sales experience, specifically within the Marine, Shipping, or Power Generation industries.
- **Skills:**
  - Deep understanding of marine engines, power plant auxiliary systems, and industrial filtration.
  - Exceptional communication and presentation skills, with the ability to persuade clients based on quality, technical superiority, and delivery.
  - Strong capability to build and maintain professional networks and establish rapport with key industry stakeholders.
  - Dedication to continuous learning and staying updated on technical data for all assigned equipment.

## Why Join ECI?

Joining ECI means becoming part of a highly respected engineering firm where your technical expertise is valued and rewarded. You will have the opportunity to work with premium international brands and solve critical engineering challenges for major marine and power companies.

**How to Apply:** Please submit your updated resume and a cover letter outlining your relevant experience in the Marine or Power sectors to:

carenramos@energycheminc.com  
applemacavinta@energycheminc.com

