



## **Territory Sales Engineer**

### **POSITION SUMMARY:**

Precision Pipeline Equipment, Inc. is seeking a qualified individual as Territory Sales Engineer. The Sales Engineer will develop and expand our existing natural gas pressure regulator, gas process equipment, valve automation and analytical and measurement instrumentation business at various levels. This includes visits to the field, engineering, and district office levels in the natural gas transmission, distribution and production markets as well as select industrial accounts in the state of Kentucky, southern Indiana and southern Ohio.

**Territory:** Kentucky, southern Indiana and southern Ohio.

**Relevant Experience:** Entry to mid-level (2-10 years) or relevant experience.

### **KEY RESPONSIBILITIES:**

- Conduct sales calls, technical presentations, field audits, and develop job-specific proposals and product recommendations to clients.
- Develop detailed quotations, review client's specifications, and formulate-coordinate manufacturers quotations and technical response. Employees will offer clients application solutions based on sound engineering practices and compliance with all industry codes and regulations.
- Must be self-motivated and willing to work individually or as a team member.
- Must maintain a positive attitude and work well with others in the organization.
- Assist clients in light field installations and commissioning duties, as well as conduct product training sessions.

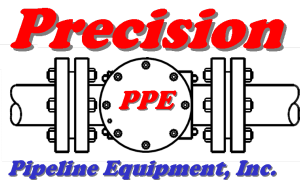
### **TRAVEL REQUIREMENTS:**

- Willingness to travel to customer sites in territory coverage area. Overnight travel is estimated at 30-40% depending on place of residence.

### **CAREER REQUIREMENTS:**

- Bachelor's degree in engineering is preferred or technical- military experience equivalent.

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Houston, PA 15342  
724-746-5427  
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Email: [precpleg@aol.com](mailto:precpleg@aol.com)  
[WWW.PRECISIONPIPELINE.COM](http://WWW.PRECISIONPIPELINE.COM)



- Prior experience selling pressure regulators, valves, industrial actuators and control valves
- Computer skills, including MS Word and Excel
- Mechanical & electrical skills understanding and aptitude
- Must have a valid driver's license with no suspensions in the last 10 years
- Obtain O.Q. task training for tasks related to product commissioning according to DOT and PHMSA requirements
- Subject to random D.O.T drug screening and testing and background check required
- Maintains a safe work environment by following standards and procedures, complying with legal regulations and codes.
- Ability to pass a physical capabilities test (which includes, but is not limited to, lifting and carrying 50 lbs)

#### **ABOUT PRECISION PIPELINE EQUIPMENT INC.**

Founded in 1990, Precision Pipeline Equipment, Inc is an established leading manufacturer's representative organization headquartered in Houston, PA with regional offices in Maumee-Toledo, OH.

Precision Pipeline Equipment, Inc represents industry leading brands of process equipment, valve automation, engineered pipeline valves, control valve, regulators, and measurement and analytical instrumentation product lines used in the natural gas and petroleum industry.

Precision Pipeline Equipment, Inc. operates in a seven-state region including the states of Pennsylvania, West Virginia, New York, Ohio, Michigan, Kentucky, and Indiana. Our clients include various publicly traded gas utilities, leading natural gas transmission, midstream, and production companies.

#### **Precision Pipeline Equipment, Inc. offers team members the following benefits:**

- Competitive salary with performance-based commission package
- Company vehicle
- Home based office
- Tools, uniforms-PPE, and as required office and sales supplies
- Expense account
- Paid Healthcare
- 401K with matching contribution.

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- Flexible schedule and PTO
- Extensive training

Please send the resume and qualifications to the following address:

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