



Horsburgh & Scott provides engineering, manufacturing, heat treatment, assembly and repair services to the wind energy market. Gearboxes are repaired or rebuilt and components are manufactured using our core competencies of engineering, evaluation, assembly, gear turning, gear machining, heat treatment and gear grinding, which are all a result of more than 125 years of experience.

Position

Horsburgh & Scott seeks a Field Salesperson to support the development and growth activities for: gearbox repair, gearbox field service, spare part gear and bearing component sales, for wind turbines. The target customer base includes the wind turbine OEMs, the wind turbine gearbox OEMs and wind farm user/owner/operators.

Responsibilities

- Develops a business plan and sales strategy for the market that ensures attainment of company sales goals and profitability
- Prepares action plans for effective search of sales leads and prospects.
- Initiates and coordinates development of action plans to penetrate new markets
- Assists in the development and implementation of marketing plans as needed
- Provides timely, accurate, competitive pricing on all completed prospect applications submitted for pricing and approval, while striving to maintain maximum profit margin
- Creates and conducts proposal presentations and RFP responses

Requirements

- Minimum of 5 years of experience in territory sales management, preferably in field sales with a wind gearbox OEM and/or O&M position with a wind farm user/owner/operator
- BS / MS in Mechanical or Electrical Engineering or equivalent experience
- Extensive experience in all aspects of customer development
- Strong understanding of customer and market dynamics and requirements
- Willingness to travel and work in a dynamic team of professionals

E-mail resume to: hr-info@horsburgh-scott.com

For more information about Horsburgh & Scott Company: www.horsburgh-scott.com