

**L&S ELECTRIC, INC.**  
**Position Description**  
**Minneapolis**

**TITLE: Account Representative – Sales Engineer**

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**Reports to: Branch Sales Manager**

**Location: Coon Rapids, MN**

**JOB FUNCTION:**

The employee is responsible for representing L&S Electric at customers in a territory assigned by the company. This includes managing and growing the company's sales within this territory. Region can include central and southern Minnesota, and potentially other areas.

**ESSENTIAL FUNCTIONS:**

1. Call on key personnel at established accounts.
2. New account development.
3. Supply regular reports as required by the company.
4. Complete a forecast for their territory as required by the company.
5. Provide the company with details of growth opportunity within the territory.
6. Provide the company with details of competitor activity within the territory.
7. Provide assistance in pricing strategy to all L&S departments.

**ADDITIONAL RESPONSIBILITIES:**

1. Provide assistance in trade-show activities and plans.
2. Coordinate customer outings and entertainment.
3. All other duties as assigned by the Branch Sales Manager.

**QUALIFICATIONS:**

1. Bachelor's Degree in Electrical or Mechanical Engineering, Industrial Technology, or Business Administration is preferred.
2. Minimum of 5 years sales experience, industrial background; electric motors, drives, controls, switchgear, motor repair, predictive maintenance programs, etc.
3. Direct selling experience to a large industrial, utility and OEM customer base.
4. Team management and motivational skills.
5. Clean driving record.
6. Able to pass drug screen.
7. Above average communication skills, ability to work effectively with employees and customers.
8. Personal computer and word processing skills.
9. Familiar with Microsoft Word, Excel, and Powerpoint
10. Ability to convey a positive and professional image.
11. Able to work for any employer in the U.S.

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