

May 9, 2017

Inside Sales Engineer – Portland, ME | \$55,000 - \$65,000 Annual Salary

Interphase Energy is a leading provider of superior renewable energy and mechanical system design solutions specializing in residential, commercial, industrial and agricultural heating, cooling, heat recovery and solar integration applications. We are a distributor of biomass and wood pellet systems, air to water heat pumps, forced air systems, UV air purification systems, solar integrated heat-recovery chillers, and internet monitoring systems. Our products are sold through an extensive network of mechanical contractors, solar and HVAC pros across North America.

Interphase Energy LLC has an opening for an inside sales engineer located in Portland, ME. This position reports directly to the Managing Partners and performs a wide range of duties including some or all of the below. This position can move to product manager role and may have additional staff assigned to it.

The right candidate is self-motivated, independent, resourceful and eager to create unique solutions for the HVAC and renewable energy industries. The role will require an inquisitive attitude and willingness to seek, understand and keep up with the advancements in the global renewable energy industry. Knowledge of chillers, heat pumps, combustion technology, hydronics, air handlers and custom distribution design, low-voltage controls, communication technologies and commercial and industrial heating and air conditioning is essential. Ability to provide creative, new solutions while retaining quality and reliability is key.

Principal Duties*Product & System Engineering*

- Assist sales and outside vendors with system design and application support.
- Use tools available to create detailed system designs, system analysis, modeling summaries and sub-contractor bids as necessary.
- Review application with sales person and appropriate operations team to reach mutual agreement on system design and operation.
- Follow projects and provide support through equipment delivery, installation and commissioning.
- Work closely with internal distribution operations, outside distributors and installers to support sales, installation and post-sale activities.
- Develop and maintain system component and design library for integrated alternative energy systems.
- Provide controls, security, monitoring, fire and other system application support to customers, installers and company sales force.
- Play an active role in the development of new products or systems.

Communication, Education & Training

- Communicate extensively with customers and sales team via email and phone.
- Provide status of all ongoing and future projects.
- Manage the system design, delivery and support process for the organization.
- Develop and deploy product training materials and programs.

Qualifications*Requirements*

- Knowledge of advanced renewable energy, mechanical and/or electrical design principles normally acquired through completion of a bachelor degree program in Mechanical, Industrial or Electrical Engineering or related field in order to provide the necessary technical direction and management.
- Must be knowledgeable of all commercial processes of design, order entry, fulfillment, shipping and delivery of order.
- Ability to recognize and resolve problems quickly using sound judgment and diplomacy
- Computer literate in a Windows environment: Excel, Word, Power Point
- Proficiency in Excel, Visio and/or other graphic design software
- Experience with 3D CAD software such as AutoCAD, SolidWorks, ProEngineer etc.

- Ability to be a team player and work in a fast-paced environment
- Must be self-motivated with ability to use own initiative
- High attention to detail
- Strong written and verbal communication
- Excellent time management skills
- Ability to make decisions with limited information
- Prior sales or sales engineering experience preferred

Education/Experience

- Years of Related Professional Experience: 5+
- Bachelor's Degree in Mechanical, Electrical or Industrial Engineering or 4 years of related college courses
- Forced water heating and cooling experience is preferred.

Special Requirements:

This position requires occasional travel as necessary for sales, training, site surveys or in-field supervision and commissioning of various systems.

Able to sit at desk and use/view computer for prolonged periods of time, up to 8 hours daily.

Please submit resumes to: info@interphaseenergy.com