

Sales Engineer, Burr Ridge, ILL
Job ID: 1101159

Candidate must be willing to start by November 7, 2011

With annual sales over \$10 billion, Praxair, Inc. is a global, Fortune 300 company that supplies atmospheric, process and specialty gases, high performance coatings, and related services and technologies. We're proud to have created one of the most skilled and respected workforces in our industry. By applying innovative thinking and diverse points of view to pressing, real-world problems, our employees are creating the technology, products and services that make a difference to the lives of people everywhere as well as helping to sustain and protect our planet.

We're currently seeking a Sales Engineer/Account Manager with a technical background who will be accountable for managing and growing a territory of industrial gas customers across multiple industries such as Chemicals, Food/Beverage, and General Manufacturing.

Responsibilities:

- Provide unsurpassed customer service through flawless execution, reliability, communication and time management.
- Manage/Negotiate contracts.
- Maximize profits through rigorous and detailed account and price management.
- Generate and close technical sales leads.
- Work with various internal groups to maximize growth and ensure account strategies are in alignment with the available resources, business objectives and customer needs.

The position is initially based in Burr Ridge, IL (a West Chicago Suburb). Later assignments will not be in the Chicago area, so the ability to relocate is required for continued career growth. Relocation assistance is provided.

Bachelor's Degree in Engineering (Chemical, Electrical or Mechanical) or related technical field with 2-3 years sales experience (not retail)

~25% travel

Proven Analysis and Technical Problem Solving Skills

Highly Organized, Driven and Detailed Oriented

Strong leadership skills in order to manage cross-functional activities.

Relocation provided. Must be US Citizen or Permanent Resident

Apply directly: <https://praxair.taleo.net/careersection/2/moresearch.ftl?lang=en>