



Job title: Field Engineer

Work Location: Detroit Crane Yard

Division/Department: Sales

Reports to: VP of Sales & Operations

Full-time
 Part-time

Exempt
 Nonexempt

Essential Duties and Responsibilities:

As a Field Engineer, you will be responsible for learning all aspects of the crane rental business, develop existing accounts, and seek new business. Cultivate relationships to maximize the rental of JJ Curran's current fleet equipment. Collaborate with team and problem solve to enhance the Company's position in existing and targeted prospect accounts.

- Analyze opportunities, identify key personnel, and develop strong business relationships
- Work with other departments to develop well rounded crane industry knowledge (Service, Dispatch etc.)
- Learn Fleet Cost & Care fleet management software, prepare sample quotes for practice in the demo database
- Utilize automated resources to maintain accurate records of sales calls, customer files, and quotations
- Develop a territory management plan to maximize time with customers
- Travel to job sites in assigned area to develop relationships with general and sub-contractors
- Discuss data mining opportunities with management at regularly scheduled sales meetings
- Follow up/hand off current data mining prospects with existing sales staff
- Prepare quotations and customer correspondence
- Utilize automated resources to maintain accurate records of sales calls, customer files, and quotations
- Discuss sales activities with management at regularly scheduled sales meetings
- Follow up on lost jobs and initiate corrective action as required
- Continually update fleet management system with the most up to date "Status" and new opportunities
- Maintain compliance with all company policies and procedures

Education and/or Work Experience Requirements:

- A four-year college degree or equivalent experience required.
- Broad knowledge of the entire sales process and several years of sales experience
- Excellent verbal and written communication skills, including ability to effectively communicate
- Excellent computer proficiency (MS Office – Word, Excel and Outlook; fleet management software)
- Ability to work under pressure, meet deadlines, maintain a positive attitude, and providing exemplary customer service
- Ability to work independently and conduct assignments to completion
- Strong problem-solving capabilities, sense of responsibility and self-motivation, and ability to work in a team environment
- Ability to prepare and read lift plans using available lift charts

Physical Requirements:

- Valid driver's license, safe driving record, and the ability to travel
- Must have own reliable transportation
- Ability to maintain regular, punctual attendance
- Completion of a background check, drug screen, and physical required
- Must be able to lift and carry up to 50 lbs
- Must be able to talk, listen and speak clearly on telephone

Print Employee Name:

Employee signature:

Date:

