



Power Protection Products, Inc.

Who We Are:

Power Protection Products, Inc. has specialized in building confidence in power and electrical distribution systems for critical facilities and industrial applications for over 30 years. We partner with engineers, facility managers and contractors to provide power quality and energy solutions using a hands-on approach to problem solving. We are the experts in power quality, backup power solutions and power factor correction.

Our Core Values:

- Blaze the Trail
- Do the Right Thing
- Create a Positive Influence
- Be Humble and Honest

Job Title: Technical Sales Representative – Electrical Power Systems

Role Overview

We are seeking a high-energy Technical Sales Representative based in Texas. You will manage sales and client relationships across Texas and neighboring states. Our sales engineers utilize their technical background and knowledge of our portfolio of products to provide solutions to solve our customers' power quality needs.

Key Responsibilities

As a sales engineer, you will be working with equipment suppliers, consultants, and facility managers to provide and support power quality solutions for critical facilities and industrial manufacturing environments.

- Drive Revenue: Meet regional sales targets through direct business-to-business (B2B) sales.
- Lead Generation: Identify, prospect, and qualify new accounts across key electrical industry verticals.
- Technical Consultations: Conduct product demonstrations and solve complex client electrical engineering challenges.
- Relationship Management: Maintain strong partnerships with existing clients to secure repeat business.
- Regional Travel: Travel frequently up to 50% across Texas and surrounding territories.
- Cross-Functional Collaboration: Partner with internal product teams to customize client solutions.

Qualifications & Skills

- Education: Bachelor's degree in Electrical Engineering (EE) is recommended.
- Experience: Proven, proficient sales history in industrial, commercial, or utility power markets.
Equipment Expertise: Familiarity with power quality equipment (UPS, SPD, Capacitor banks, etc.)
- Communication: Ability to explain complex electrical and power system concepts to non-technical buyers.
- Sales Acumen: Strong negotiation, contract closing, and channel pipeline management skills.
- Tools: Proficiency with CRM software like Salesforce and Microsoft Office Suite.
- Logistics: Valid driver's license and a clean driving record for territory travel.

Compensation

- Competitive salary & bonus package
- Full benefits package including medical and excellent retirement benefits
- Paid holidays and PTO
- Company provided cell phone, laptop, software, supplies and company vehicle
- Great working environment with a team approach to sales
- 401(k) with Matching
- Health insurance

***Please send your resumes to: Info@P3-Inc.com**