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*America’s premier innovator, designer and manufacturer of high performance wire and cable with a 60-year history of providing solutions to the toughest problems in the world’s most extreme environments. We excel at developing customized products, utilizing our cross-linked irradiation technology, that meet power, signal and data transmission needs—no matter how demanding the challenge—while exceeding standards for quality, durability and safety.*

**Sales Engineer**

Champlain Cable has an exciting opportunity for a self-motivated Sales Engineer to join our product development team. The Sales Engineer will be responsible for growing and developing our product groups to include automotive, commercial vehicle, industrial, rail, transit, data and military products.

Essential Duties and Responsibilities:

* Analyze the market for new and existing product potential
* Develop go-to-market strategy
* Create and implement market plans
* Coordinate new product development
* Coordinate outside compliance approvals
* Work with R&D to develop new compounds
* Create product drawings
* Prepare product cost
* Develop price sheets
* Prepare engineered quotations
* Specify and procure raw materials for new products
* Develop product literature

Competencies and Skills:

* Polished written and verbal communication skills; excellent presentation sills
* Proficient in Microsoft applications
* Solid technical aptitude, and strong research and analytic skills
* Ability to multi-task and prioritize effectively; strong time management skills
* Ability to travel, domestic and international

Benefits:

* Competitive Salary
* Medical, Dental, Life Insurance, STD and LTD
* 401(k)
* Vacation Pay
* Bonus Pay
* Tuition Assistance

Education and/or Experience:

* B.S in Engineering or Science

This position is located at our facility at 175 Hercules Drive in Colchester, VT.