

## Regional Sales Engineer Position – Southern California

### General Job Description:

Fuses Unlimited, located in Chatsworth, California is looking to hire a Regional Sales Engineer. Fuses Unlimited is a large specialty distributor of circuit protection devices headquartered in Chatsworth, CA. We have been in business for 70 years. We have sales offices and warehouses located in Chatsworth, California, Garland, Texas and Strongsville, Ohio. We sell electronic, industrial, and automotive fuses, circuit breakers, metal oxide varistors and a variety of other related circuit protection devices. The sales territory includes Southern California, Arizona, and parts of Nevada. The position requires direct sales calls to OEM manufacturers that use circuit protection devices in our existing customer base as well as new customer development. The successful candidate should be a self-starter who can prioritize their daily activities to grow design wins, sales revenue, and market share in the territory. The ability to secure customer meetings with new potential and existing customers in sales, product reviews and technical issues is important. The person will be required to maintain key relationships with our customers, suppliers, and manufacturers' representatives in the field. You will be working closely with them to promote their products, solve customers' problems and review customers designs.

### Qualifications:

An electrical engineering degree, familiarity with the territory and account base, and several years of relevant experience is preferred.

Ability to learn our company's sales support systems for new leads and opportunities.

Team player with our inside sales, customer service, purchasing and accounting support personnel.

Strong verbal and written communication skills.

Solid computer skills

Reliable transportation, valid CA Driver License, and up-to-date vehicle registration and insurance

Salary: **Competitive \***

\*Actual compensation offer to candidate will vary from the posted hiring range based on their geographic location, education, work experience and product knowledge.

### Other Items:

- Attractive sales commission program
- 401(k)
- Health insurance
- Dental insurance
- Life insurance
- Paid time off
- Cell phone reimbursement
- Car mileage and gas reimbursement

Please contact: Chris Leiker [CLeiker@FusesUnlimited.com](mailto:CLeiker@FusesUnlimited.com)