

**NC POWER SYSTEMS**



**NC Power System** carries the complete line of Caterpillar® engine and power systems products covering a vast territory that includes central and western Washington, central and eastern Montana, northwestern Wyoming, northwestern North Dakota and the state of Alaska. We are the Pacific Northwest's Caterpillar Dealer in delivering prime and standby electric power, marine, oil and gas, and industrial/OEM installations. **NC Power Systems** is one of several Member Companies under **Harnish Group Inc.** which includes NC Machinery, NC The Cat Rental Store, Tractor & Equipment Co., T & E The Cat Rental Store, and SiTech, representing Caterpillar, AGCO and other manufacturers. We are a family owned and managed company with 1,200 employees and our Mission is to help our customers succeed by providing premier business solutions delivered by engaged employees through teamwork and excellence.

We have an opening for an **Electric Power Sales Representative** who will be responsible for selling Caterpillar Electric Power Generators, Switchgear, and Automatic Transfer Switch equipment in HGI's Washington territory.

**Essential duties and responsibilities for this role include:**

- Responsible for direct sales to end users, Contractors and Customers that also include Key Influencers, all products and services provided by NC Power Systems through specification preparedness, competitive awareness and technical relationship.
- Responsible for professional skills development by maintaining a high degree of product and industry knowledge through factory programs, product updates, technical information, Industry Associations/Agencies, codes, applicable Federal, State and Local laws/codes.
- Requires flexibility to travel throughout and beyond the territory to accomplish position responsibilities including but not limited to factory, packager/assembler, various product manufacturers, other dealers, meetings, technical events, etc.
- Ability to maintain comprehensive digital files on current and future projects with project history. Maintain digital call reporting and customer contact lists with the ability to demonstrate time and territory management.

**Education, Experience and Attributes:**

- A Bachelor's degree is preferred combined with three to five years of a successful track record in the Power Generation or Electrical Distribution industry.
- Responsible for reviewing specifications, developing proposals and estimates are essential functions of the position.
- Must demonstrate the mechanical aptitude, organization, computer skills, and self-discipline.
- Be an articulate and effective communicator, both verbal and written, to be successful working with people who are highly skilled in this industry.

- Self-motivated with excellent organizational, time management and negotiating skills is essential. Ability to work flexible hours including weekends, holidays and nights as required by workload and customer need.
- Demonstrate and promote NCPs Company values of Integrity, Teamwork, Respect, Quality and Customer Service.
- Must have a working knowledge of electrical and mechanical equipment and power generation systems, along with an in-depth knowledge of the Caterpillar product line and competitive awareness.

We offer a competitive benefits package that includes salary, bonus, health benefits, vacation, sick leave, life insurance, 401(k) with profit sharing and company match. To apply for this unique position, please go to our web site at [www.ncpowersystems.com](http://www.ncpowersystems.com)

*Harnish Group Inc. and Member Companies are an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, sex, religion, national origin, age, protected veteran status, disability status, or any other characteristic protected by law.*