



WHEN MEASUREMENTS MATTER

16 February 2010

EMPLOYMENT OPPORTUNITY ANNOUNCEMENT

Campbell Scientific, Inc., (CSI) has an immediate opening.

JOB DESCRIPTION

POSITION TITLE: Sales and Application Engineer
DEPARTMENT: Technical Sales and Support
SECTION: Domestic Sales Group
REPORTS TO: Marketing and Sales Administrator

GENERAL FUNCTION: Actively pursue and promote sales of CSI equipment into an assigned territory. Responsible for educating customers in the use of CSI dataloggers and peripherals. Follow up on sales-related issues, including literature requests, quotes, and WWW requests. Receive telephone and written inquiries from existing and potential customers. Configure datalogging systems supported by written price quotes. Recognize changes in applications or markets and specify product needs and changes in order to keep products competitive.

KNOWLEDGE: Requires a bachelors degree in science, engineering, or business or equivalent, with a high aptitude for identifying and filling measurement needs. Must be able to efficiently communicate solutions to customers. PC and PC peripheral operation, word processor, general electronics, thorough knowledge concerning specifications and operation of CSI dataloggers, software, and accessories, familiarity with CSI marketing policy and forms, ability to write clear, concise text, understanding of CSI's customer base requirements.

DUTIES AND RESPONSIBILITIES: Use best efforts to vigorously promote and expand the sale of products by devoting such management, attention, manpower, time, and effort as needed to fully develop the available market potential for Campbell product in the assigned territory. Travel to territory for sales and service calls. Promote Campbell Scientific and its products and educate potential market base regarding CSI products and capabilities. Visit and support existing OEMs and VARs to promote sales. Track and monitor sales within territory. Price quotes, system engineering, training of customers and other marketing personnel. Assist with advertising, literature, Web design, and trade shows. Work with Marketing and Engineering to review product system operations, training of customers, system installation, field repair, assist in QC activities, attend exhibits and professional meetings, demonstrate products, other tasks as assigned by supervisor.

This is a full-time, salaried position with generous employee benefits, including paid medical, dental, vision, and hearing insurance, 401(k) and other retirement plans. If you are interested and meet the above qualifications, please send your cover letter, resume, and a completed *CSI Application for Employment* (available at www.campbellsci.com) to Campbell Scientific, Inc., 815 West, 1800 North, Logan UT 84321. Campbell Scientific, Inc. is an EEO/AA company.