

## Product Support Specialist

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### **About Us:**

**DPW Solar**, located in Albuquerque, New Mexico, is a wholly owned subsidiary of Preformed Line Products Company. Founded in 1993, DPW Solar designs and manufactures PV solar rack mounting systems under its POWER-FAB™ name for commercial, residential, and industrial applications. The POWER-FAB product line includes the CRS system, Power Rail™, Power Grid, Top-of-Pole, Multi-Pole, Side-of-Pole, Roof/Ground Mounts and Enclosures.

### **Responsibilities:**

- Responsible for technical sales support of new and existing products in select market. Works closely with product management, field sales, customer service, manufacturing and engineering departments to assure marketing and product strategies are executed.
- Assist with daily quotations for customer projects and provides assistance with product line pricing strategies.
- Provide ongoing technical support to customers, sales network and customer service department. Assist with the preparation and maintenance of all sales literature, application procedures, catalogs, and other promotional materials for all new and existing products.
- Identifies new product opportunities; including market input and support throughout the product development life cycle, also perform sales and installation training on new product and product changes.
- Identifies product improvements and cost reductions to meet changing customer or industry requirements and improve product line margins.

### **Requirements**

- Entry Level.
- Technical Degree in Mechanical, Civil or Electrical Engineering preferred or Business degree; technical sales experience preferably in the markets DPW Solar services.
- Ability to effectively communicate in both verbal and written situations involving customers, internal personnel and field sales service representatives.
- Demonstrates strong planning and organizational skills along with technical aptitude.
- An understanding of PV Solar systems and structural experience a plus.
- Ability to travel approximately 25 % of the time.

Qualified individuals should send a detailed resume including salary history/requirements to:

DPW Solar  
4000 B Vassar Drive NE  
Albuquerque, NM 87107  
Attn: Human Resources  
Fax (505) 889-3548  
Email: [najarrol@directpower.com](mailto:najarrol@directpower.com)  
[www.DPWsolar.com](http://www.DPWsolar.com)

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