



Entry Level Sales Engineer - Industrial Air Pollution Control & Environmental Solutions Company

Company Overview

Kogi Environmental Solution (formerly Diversified Equipment) is a leading provider of industrial air pollution control solutions in the Southeastern United States. Headquartered in Greensboro, North Carolina, we specialize in designing, implementing, and maintaining cutting-edge air pollution control systems to ensure environmental compliance and sustainability for various industries.

Our History

Founded by the Bell family in 1968, Diversified Equipment initially serviced the thriving furniture, textile, and tobacco industries in North Carolina. Under David Bell's leadership, the company experienced steady growth until his passing in 2018. Barbara Bell, his wife, assumed leadership, guiding the family business through transitions. In 2020, the Bell Family sold Diversified Equipment to Kogi Capital, which subsequently rebranded to Kogi Environmental Solutions in 2023.

Position Overview

We are seeking a motivated and passionate Engineer to join our dynamic team based in Greensboro. The ideal candidate will possess entrepreneurial qualities, demonstrable problem-solving skills, exceptional communication abilities, and thrive in team-based, fast-paced environments. The ideal candidate will assist in the design, development, sales, implementation, and maintenance of air pollution control systems while supporting senior engineers on various projects. This is a customer facing role where you will work directly with current and prospective customers to solve their air pollution control challenges. You will be responsible for fostering and maintaining customer relationships and ensuring customer satisfaction.

Responsibilities

- Collaborate with senior engineers to design and develop air pollution control solutions for industrial clients
- Meet with customers for sales calls with senior engineers to understand customer needs and determining the proper solution
- Assist in conducting feasibility studies and analyzing data to determine the most effective pollution control methods
- Support in the preparation of technical proposals, drawings, specifications, and cost estimates
- Participate in field inspections, equipment installations, and system testing
- Assist in monitoring and evaluating the performance of pollution control systems
- Provide technical support and documentation to clients and internal teams

- Prospect for new customers; attending trade shows and other industry events to represent Kogi-ES and win new work
- Foster and maintain customer relationships
- Maintain and update customer information on our customer relationship management (“CRM”) system
- Stay updated with industry trends, regulations, and advancements in pollution control technologies

Requirements

- Bachelor's degree in Engineering, Industrial Engineering, Mechanical Engineering, Electrical Engineering, Environmental Engineering, or a related field
- Strong understanding of engineering principles
- An understanding of air pollution control and environmental regulations is a plus
- Proficiency in CAD software for designing and drafting (AutoCAD, SolidWorks, etc.)
- Excellent analytical, problem-solving, and communication skills
- Ability to work effectively in a team and independently when required
- Knowledge of industrial processes and familiarity with pollution control technologies is a plus
- Relevant internships or prior work experience in a related field is advantageous

Benefits

- Competitive salary commensurate with experience
- Health insurance, retirement plans, and other benefits package
- Opportunities for career growth and professional development
- Collaborative and inclusive work environment focused on innovation and sustainability

Location

Greensboro, North Carolina. In-person but flexibility to WFH one day per week.

How to Apply

Please submit your resume, cover letter, and any additional supporting documents to office@kogi-es.com