June 13, 2012

Sales Engineer

Our client headquartered in Northwest New Jersey which designs, manufactures and sells linear motion components is looking for a Sales Engineer to be part of the Sales Team. Your territory will be from Washington DC to Maine and Eastern Canada

Sales Engineers are the primary technical resource for the field sales force. Sales Engineers are responsible for actively driving and managing the technology evaluation stage of the sales process, working in conjunction with the sales team as the key technical advisor and product advocate for the company’s products. The Sales Engineer must be able to articulate technology and product positioning to both business and technical users. He or she must be able to identify all technical issues of assigned accounts to assure complete customer satisfaction through all stages of the sales process and be able to establish and maintain strong internal and external relationships throughout the sales cycle. This position reports to the Senior Business Development Manager.

Responsibilities

- Responsible for development and delivery of product demonstrations.
- Responsible for representing the product to customers and at field events such as conferences, seminars, customer training and sales training meetings.
- Able to evaluate and respond to functional and technical elements of RFIs/RFPs.
- Able to convey customer requirements to Company Management.
- Management of projects in the territory.
- Maintain the opportunity management project database (CRM).
- Able to travel throughout sales territory.

Qualifications

Ideal candidate must be self-motivated with an outgoing personality and possess a wide knowledge of manufacturing technologies. The candidate will be comfortable in the dynamic atmosphere of a technical organization with a rapidly expanding customer base. Must possess strong presentation skills and be able to communicate professionally in written responses to emails, RFPs, and when submitting reports. He or she must be organized and analytical, able to eliminate sales obstacles through creative and adaptive approaches. Travel is 50%+

- 0-3 years working experience.
- Experience and familiarity with the design and manufacturing of linear motion components a plus.
- B.S. in Mechanical Engineering or Electrical Engineering or a related field is required.
- Previous experience or course work with Factory Automation, Robotics, Machine Control Systems and Mechatronics is essential.

Compensation

Base of $50K-$55K depending on experience, plus bonus with car allowance and full benefits. Relocation assistance is available.

Contact:  bobhouse44@sai-hr.com

EOE/D/V