

United States Jobs Expertini®

Sales Engineer

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Company: AMADA AMERICA, INC

Location: United States

Category: other-general

The Sales Engineer's primary function is to grow and maintain positive and mutually beneficial relationships between Amada and its customers, while constantly and aggressively developing new prospects within the designated territory. This encompasses all aspects of the relationship including product sales, service, and aftermarket support. The Sales Engineer is expected to maximize product sales utilizing the "Amada Team" consisting of Product Specialists, Applications & Verification personnel, Service, and support groups. The Sales Engineer is expected to aggressively strive to identify customer needs and capitalize on them utilizing the Solution Center, Technical Centers, VPSS, I-Pro, promotional literature, trade shows, and other tools provided by Amada.

ESSENTIAL FUNCTIONS

Maximize product sales and achieve ALL Sales & Activity Targets!

Inform & educate customers on new technologies and advancements by Amada.

Make routine sales calls on established customers.

Aggressively work to identify and develop new accounts utilizing KM industry guides and cold calling.

Encourage and perform regular customer demos at Solution and Technical Centers.

Maximize customer attendance and participation in Solution Center & Technical Center events.

Provides status reports and call reports to Regional Manager.

Responsible for obtaining all necessary sales documentation from customer and coordinating the sales order process through the appropriate Amada departments to ensure the order is processed expeditiously.

Make use of Amada's internal KM system to maintain an accurate customer and prospect database and update customer status and contact information. Utilize the KM system to generate technical proposals and enter prospecting customer information.

Keep informed of product knowledge and pricing information and updates.

Perform other related duties as assigned by management.

NON-ESSENTIAL FUNCTIONS

Prepare special reports, as needed.

Assist in miscellaneous duties within the department

REPORTING RELATIONSHIP

Regional Manager

KNOWLEDGE

Engineering degree in a related field and/or equivalent sales experience.

SKILLS

Computer knowledge (word processing and spreadsheets).

Basic knowledge of Microsoft Office software products (e.g. PowerPoint and Excel) for use in Sales Presentations.

Excellent communication skills (verbal and written), detailed-oriented.

PAY RANGE \$72,000.00-\$115,00.00+

TRAVEL

Frequent travel

Territory: New Jersey, East of Chesapeake Bay Delaware and Maryland. Candidate can reside anywhere within the territory.

BENEFITS

Medical

Dental

Vision

401(K)

Life Insurance

Guardian Gap Insurance

Employee Assistance Program

Long Term Disability

Cell Phone

Monthly Sales Allowance

WORKING CONDITIONS

LIFTING: Average Weight: 25 lb. Frequency: Daily

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