



JOB DESCRIPTION

Department: Sales

Job Title: Sales Engineer

Reports To: Director, Sales

Job Summary:

Responsible for utilizing technical competence, customer focus, and sales skills to provide innovative solutions that meet customers' requirements. This role requires high energy, innovation, personal accountability, teamwork, continuous communication, and focus on achieving results.

Job Duties and Responsibilities:

- Work with and develop high-level contact relationships with targeted accounts
- Uncover needs by utilizing consultative selling approach
- Interface and collaborate with internal resources to facilitate solution development.
- Present solutions and close sales by utilizing strong communication and closing skills
- Maintain relationship with client, up sell and cross sell all services within client company's capabilities
- Serve as internal account manager
- Attend appropriate conferences and events; work in trade show booths as needed
- Maintain awareness of market conditions and competitor's products and pricing
- Act as liaison between customer and internal resources
- Prepare and deliver sales presentation to customers as required
- Prepare drawings, sketches and specifications required to engineer, design or modify existing products to suit customer's needs and prepares proposal for the customer
- Travel as necessary to effectively accomplish assigned duties and responsibilities

EDUCATION AND EXPERIENCE:

- BS degree in Engineering or equivalent
- Minimum of 5+ years application engineering experience with customer contact & support
- Cross-functional business team environment experience preferred

KNOWLEDGE/SKILLS

- Communicate skillfully – both written and verbal
- Work effectively with people and data: negotiating, persuading, communicating, analyzing, evaluating, imputing, reporting and synthesizing data
- Act independently yet can work in a team environment
- Grasp technical issues especially as it relates to our industry
- Adapt quickly to new technologies and products
- Demonstrate business acumen, consultative selling skills, and understands value based selling.

Sur-Seal reserves the right to change or add duties to this position as long as the changes and/or additions are consistent with the job classification.