

Sales Engineer

Pay: \$75,000.00-\$90,000.00 per year

Job Description:

Position Summary

The purpose of this position is to sell and promote products, systems or services marketed by the company that require technical knowledge. Responsibilities include pricing quotations, product education, new business opportunities, new model management and profitability analysis.

Technical Skill Requirements:

1. BS Degree in Sales/Marketing, Business or Engineering or equivalent professional experience
2. Minimum of 1 - 3 years of experience in Automotive or Industrial sales
3. Experience in Honda or Toyota portal is a plus
4. Excellent interpersonal and communications skills
5. Excellent selling and negotiating skills
6. Strong understanding of technical aspects of the products
7. Self motivated
8. Excellent time management and organizational skills
9. Excellent follow through & multi-tasking skills and attention to detail
10. Excellent computer skills

Performance Skill Requirements:

1. **Customer Focus:** Able to demonstrate a high level of service delivery; does what is necessary to ensure customer satisfaction; deals with service failures and prioritizes customer needs
2. **Results Orientation:** Able to manage progress toward operational effectiveness; can implement preventative measures and establish clear accountability for action; confronts problems head on and takes decisive action.

3. Initiative: Able to bring about great results through self motivation; prepares for problems or opportunities in advance; undertakes additional responsibilities and responds to situations without prompting

4. Influence/Persuasion: Able to convince others in both positive or negative circumstances; uses tact when expressing ideas or opinions; presents new ideas to authority figures; responds to objections successfully

5. Negotiating: Able to obtain agreement from multiple parties; earns trust while working a deal; uses good timing and carefully calculated strategies when bargaining; communicates high value of services, looks for win-win.

6. Relationship Management: Able to develop rapport and positive professional relationships with others; builds and maintains long-term associations based on trust; helps others

Other Key Competencies:

1. Communication: Able to clearly present information through the spoken or written word; reads and interprets

complex information; talks with customers or clients; listens well

2. Attention to Detail: Able to follow detailed procedures and ensures accuracy in documentation and data; carefully monitors processes; concentrates on details and organizes and maintains a system of records

3. Interpersonal: Able to relate effectively to a wide range of people, personalities and demographics; is able to "connect" with others in a variety of circumstances so that people are able to feel a level of comfort and ease around that person

Essential Duties and Responsibilities

I. Selling Activities With Customers

a. Analyze Engineering estimates and prepare customer quotations for new parts and revisions to current parts

b. Manage new model projects from start to finish

c. Conduct sales and marketing analyses

d. Seek management approval for business

e. Develop, source and order packaging for product. Complete customer documentation

- f. Interaction with customer to facilitate selling process and resolve issues
- g. Identify capacity and tooling required
- h. Perform cost reviews and prepare sales documents to determine profitability
- i. Business development activities with new and current customers
- j. Travel up to 25%

Other Duties and Responsibilities

- l. Other projects and duties, as assigned

Supervisory Responsibilities

This position has no direct supervisory responsibilities.

Job Complexity

Work requires a high level of judgement, analytic ability and creativity, such as investigating moderately complex problems or situation, analyzing information and recommending solutions.

Supervision Received

Receives routine supervision; work is performed under general guidelines, procedures and rules. Supervisor occasionally reviews work to ensure completion

Frequency of Independent Judgement Exercised Regularly

Position's Type of Job Tasks

Performs complex tasks requiring extensive knowledge of department's work

Environment and Conditions

The incumbent spends approximately 15-50% of his/her time developing and maintaining business contacts within the organization and 15-50% of his/her time with external contacts. The purpose of these contacts is to review RFQ's, obtain engineering estimates, manage sales quotes, obtain approval of quotes, identify packaging design, obtain customer information, review costs, address customer concerns, resolve product development issues and discuss production capacity.

This position works in an open office environment and on the production floor. Exposure to weather elements is not likely. Incumbents are not likely to drive a vehicle while performing job responsibilities. Incumbents spend approximately 70% sitting, 10% standing and 20%

walking in the course of this position and are unlikely to lift anything greater than 40 pounds. Incumbents will use the following office machines while performing job duties: computer, printer, copier, fax, telephone, scanner and calculator.

Culture of Company:

Green Tokai's long-term success is due to an uncompromising commitment to quality in the products it manufactures, as well as meeting or exceeding the expectations of its customers. Success comes through continuous improvement in our technologies and processes, by maintaining a good quality management system, plus ensuring the continuous development of our employees occurs. Green Tokai's goal is to provide a work environment where employees can maximize their contributions and reach their full potential. This is accomplished through regular learning and career advancement opportunities, by providing a safe work environment, by providing the best technologies, by regularly stimulating our employees with new challenges, by treating all employees fairly and by promoting open and honest communication between all levels within the company.

Benefits:

- 401(k)
- Dental insurance
- Flexible spending account
- Health insurance
- Life insurance
- Vision insurance

Work Location: In person