

SALES ENGINEER

OWNING DEPT:	Human Resources	JD #:	059	JD REV:	1.0
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Title: Sales Engineer

Department: Sales

Reporting Relationship: Reports to the Sales Manager and does not supervise others. May occasionally provide work direction to the Sales Support Specialists.

Job Objective: Grow the business both through leveraging incoming leads and by strategically deepening partnerships in existing accounts. Primary focus is on understanding customers' requirements and expectations.

Responsibilities:

1. Effectively communicate with highly technical customers across the globe to understand their requirements and propose solutions.
2. Maintain sales volume that meets or exceeds established targets. Negotiate effectively to win valuable orders for DSTI.
3. Develop and execute a structured approach for relationship development and Identify all members of decision making teams and continually optimize relationship with key individuals
4. Appropriately divide time between managing incoming leads and proactively identifying key opportunities. Expect to spend 70% of time managing key/active projects and 30% following up with former customers or other inactive leads to strategically generate new business opportunities.
5. Work with Application Engineers to understand internal project status and appropriately communicate keys information to the customers.
6. Effectively participate in sales forecasting and planning.
7. Establish and maintain industry contacts to gather intelligence necessary for preparing the best possible quotes.
8. Write sales proposals to ensure they satisfy project requirements while meeting DSTI profit margin goals.
9. Attend industry trade shows to network with customers and research opportunities.
10. Collaborate with the sales team to identify future customer or industry needs.
11. Provide suggestions for improvement both within the department and throughout the company.
12. Perform job duties safely and within DSTI's established safety programs.
13. May perform other duties as assigned.
14. Travel to customer sites to discuss new business opportunities and deepen existing partnerships is required.

Qualifications:

1. Bachelor degree in Mechanical Engineering or related field strongly preferred. Relevant experience, exceptional interpersonal skills and ability to demonstrate strong mechanical aptitude may be substituted for the degree requirement.
2. 5-7+ years experience in customer service and/or inside sales for a highly technical industry.
3. Strong negotiation and interpersonal skills.

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4. Advanced abilities with MS Office Products including Outlook, Word, and Excel. Previous experience with Microsoft Project strongly preferred.
5. Proficient in the use of MRP/ERP systems (Epicor, Oracle, SAP, JD Edwards, etc.)
6. Organizational abilities, both in physical and electronic workspace.
7. Strong attention to detail.
8. Excellent verbal and written communication skills.
9. Proven ability to multi-task and effectively manage multiple priorities and deadlines.
10. Ability to collaborate within a team as well as work independently.
11. A high degree of mechanical aptitude is required.

Mental/Physical Requirements:

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions of the job. Contact the Human Resources department to request an accommodation.

1. Physical Demands:

1.1. This position is classified as light work.

1.1.1. While performing the duties of this job, the employee is occasionally required to stand; walk; sit; use hands to finger, handle, or feel objects, tools or controls; reach with hands and arms; climb stairs; talk or hear. The employee may be required to exert up to 20 pounds of force.

1.1.2. Specific vision abilities required by the job include close vision, distance vision, depth perception, and the ability to adjust focus.

2. Work Environment:

2.1. The noise level in the work environment is usually moderate.

2.2. Most work is performed in a standard office environment. Some work may be performed in a manufacturing facility.

2.3. Office and manufacturing areas are both climate controlled.

3. Up to 25% Domestic and International travel may be required in this position.