

CAREER OPPORTUNITY

Position: Sales Engineer – Rocky Mountain
Location: Colorado
Classification: Full-Time, Exempt

Job Summary:

Under the general direction of the Sales Manager, the Sales Engineer is responsible for sales and developing long-term customer relations. Responsible for client communications, developing, submitting and following technical and commercial proposals, working with Proposal Managers to follow and close the order. Travel up to 50% of the time will be normal in this role. Account development and maintenance will be a primary responsibility. Work within a team environment in a respectful and professional manner with fellow employees, management and clients.

Main Duties/Responsibilities:

- Client communication, both technical and commercial
- Follow quotations with Project Managers and outside representatives
- Clarify quotation items and answer all client questions
- Travel as required to sell projects and to develop and maintain client relationships
- Negotiate with the client and work with outside sales representatives to close the order
- Attend project Kick-Off meetings when available
- Attend weekly meetings and provide status of open quotations and assigned future projects
- Work to complete quotations or to meet project deadlines to ensure customer satisfaction
- Make technical sales presentations to clients to develop opportunities (i.e., Lunch & Learns)
- Business development and new account development
- Develop and manage accounts

Qualifications:

Any combination of education and experience providing the required skill and knowledge is qualifying. Typical qualifications would be equivalent to:

Education/Experience

- Bachelor's degree required (degree in Engineering, Engineering Management, a related field or equivalent experience is preferred)
- 5 year minimum technical sales experience is preferred

- Excellent organizational skills
- Excellent oral and written communication skills
- Strong interpersonal communication skills
- Superior time management skills
- Excellent judgment and decision-making abilities
- Ability to work independently with little direct supervision
- Effective troubleshooting and problem solving skills
- Ability to negotiate
- Prioritizing and handling multiple tasks
- Ability to grasp mechanical and some chemical technologies related to specialty products
- Strong knowledge of software including Excel, Access, Outlook, PowerPoint, and Word
- Basic knowledge of piping and vessel code requirements is preferred
- CRM experience preferred
- Valid driver's license and proof of insurability

Compensation:

The successful candidate will receive a competitive salary and an attractive benefits package which may include, but is not limited to: medical, dental, life insurance and flexible spending account.

Screening:

All candidates will be subject to drug and alcohol screening and a background check prior to employment.

SUBMISSION

Submit your resume with the [applicant data sheet](#) or submit a completed [employment application form](#) to:

Postal Mail:

208 N. Iron St.
Paola, KS 66071
Attn: Human Resources

Email:

hr@tfes.com

EOE/Veterans/Disabled

OBSERVE ALL SAFETY PRACTICES

The above statements are intended to describe the general nature and level of the work being performed by the people holding this position and shall not be construed as a detailed description of all the work requirements that may be inherent in the job. Incumbents will follow any instructions, and perform any other related duties, as may be required.