



Sales Engineer

Company: Precision measurement and Technology Company

Location: Southeast Michigan

Reporting to: Vice President – Sales & Marketing

Salary range: \$65,000 - \$100 + commission

Description:

A growing testing company in precision measurement that has a solid domestic and global presence, providing service to clients in multiple industries.

Background Experience:

A well-qualified candidate for this position will have ideally 3-5 years of successful experience in a sales and marketing role within a growing industrial-related manufacturing environment with in-process gauge test equipment, noise vibration and harshness equipment or capital equipment as a priority. Specific expertise in leading the development of new business with customers in the automotive supply base, off-road/construction, recreational vehicle and computer industries in both domestic and international markets would be particularly valuable. Ideally, the background experience will also include:

- Developing sales/marketing programs and implementing their execution while developing positive customer relationships, fielding customer inquiries and presenting product technology to customers – essentially managing the entire sales process from beginning to end.
- Identifying market opportunities and developing product strategies to aggressively pursue new business while benchmarking corporate products and services, including cold calling prospective customers.
- Developing and executing product marketing plans to achieve corporate goals and objectives, including attending industry trade shows.

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- Identifying global marketing opportunities for long-range planning and initiating recommendations which will strengthen corporate position.
- Conducting sales research while developing and redefining new products where appropriate for new and existing clients.
- Possessing and continually cultivating a thorough knowledge of industry trends and opportunities.
- Assessing corporate objectives and business development plans while focusing on maximizing profitability and cutting unwarranted spending.
- Working closely with sales, shop floor and executives internal and external to the company, to assist in the development and achievement of specific marketing and sales objectives.

Sales-related Leadership Skills:

A well-qualified candidate for this position will have obvious leadership skills. Specifically, he/she must be decisive, persuasive and must have the ability to successfully create and implement an effective sales plan. He/she must demonstrate a “hands on” approach with superior organizational skills, problem-solving skills and attention to detail as prerequisites. The ability to reconcile discrepancies in multiple contracts and documents is imperative. Strong negotiation skills and a solid understanding of the commercial aspects of a program are critical.

This candidate must be a model for professional and ethical behavior in all venues and possess a strong desire to become an exceptional leader. A well-qualified candidate must have the ability to work effectively as a member of the overall management team with the aptitude and ability to grow within the organization.

Technical Expertise:

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A viable candidate for this position must have a strong mechanical aptitude and knowledge of/experience with precision measurement systems, automation, manufacturing processes and statistical analysis would be extremely beneficial. He/she must be comfortable on the shop floor and possess a thorough understanding of automation concepts. Additionally, a well-qualified candidate will be proficient in the use of Word, Excel, Power Point, Outlook and on-line meeting software.

Interpersonal/Communication Skills:

A well-qualified candidate for this position will have excellent interpersonal skills. It is imperative that the individual projects a “team player” type of personality and possesses a career track record of working well with other key personnel to accomplish organizational sales goals. Flexibility and adaptability are key traits that this individual must possess.

It is also critical that a qualified candidate has excellent verbal and written communication skills, including presentation and letter-writing skills, and applies those skills on all levels – particularly in technical applications. Tenacity, confidence, thoroughness and the ability to clearly explain and justify a course of action are imperative characteristics for the successful candidate.

Any foreign language skills – particularly Chinese, Spanish or German – would be a plus but not mandatory.

Energy Level:

The ideal candidate for this position must be a self-starter with a high energy level. This individual should be able to create a contagious excitement and indirectly motivate other members of the sales team. Additionally, this candidate will have no travel restrictions – possessing the ability and willingness to travel both domestically and internationally.

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Experience & Skills:

- Bachelor's degree (preferably in Mechanical Engineering) or technically-related field.
- Must possess a strong mechanical aptitude.
- Excellent interpersonal and communication skills.
- Graduate level business studies with a marketing concentration is considered beneficial, although not mandatory.

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