

MODERN MACHINERY

TECHNICAL SALES JOB DESCRIPTION

Job Summary

This position reports directly to the Director of Sales and is responsible for Customer Relations, New Equipment Quoting, Retrofit Package Quoting, Program Management, and Job Cost Analysis. The role requires extensive communication with clients, as well as internal engineering and operations groups.

1. Applies business knowledge of job costing to develop pricing for equipment packages.
2. Uses technical aptitude to create equipment proposals that are easy to understand and follow.
3. Works with technicians to understand labor requirements.
4. Coordinates with engineering teams to create conceptual designs.
5. Coordinates with engineering teams to develop material pricing.
6. Creates project timelines and communicates the status of projects to customers.
7. Maintains a customer contact list and creates regular follow-up with clients.
8. Visits client's facilities as needed to review project specifications, kick-off meetings, or installation follow-ups.

Knowledge, Skills, and Abilities

- General knowledge of estimating required.
- Familiarity of mechanical devices and/or automation preferred.
- Good communications skills relative to supervisor and other related departments.

Requirements

- Associates Degree and 5 years experience.
- Must have valid drivers license.
- Must have ability to obtain passport.
- Must pass a drug screening & physical examination.
- Travel & Occasional over time.
- This job description describes the general nature and level of work expected of a person assigned to this position. All job requirements listed indicate the minimum level of knowledge, skills and/or ability deemed necessary to perform the job proficiently. Employees may be required to perform any other job-related duties as requested by their supervisor.