

Sales Manager

JOB TITLE: Technical Sales Engineer (Injection Molding)

DEPARTMENT: Sales

REPORTS TO: Engineering Manager

EDUCATION: Bachelors Degree a plus

RESPONSIBILITIES:

Very successful and growing plastic injection molding manufacturer is searching for a Technical Sales Engineer. This is a home based position and could be located anywhere either the Midwest or Eastern United States.

As Technical Sales Engineer you will be responsible for working within the framework of a team and performing the following activities:

A competitive drive for results to develop new business opportunities by understanding client needs and selling solutions that provide value to the client.

Ability to understand and identify competitors and clients strengths and weaknesses.

Ability to effectively articulate competitive technical advantages and value added services to clients through presentations, meetings, and trade shows.

Act as a liaison between the client and our engineering/manufacturing teams.

Create sales strategy to meet forecast goals.

REQUIREMENTS:

At least 10 years experience within the injection molding

industry.

At least 5 years experience in Sales & Marketing, Word, Excel, Outlook.

Knowledge of injected molded plastics including mold design and mold processing.

Ability to communicate effectively both written and verbal.

Some overnight travel may be required