

Sales Engineer – Salary Plus Bonus

Who are we?

For over 55 years, Red Bud Industries has been steadily growing and developing into the world class company it is today. We're a market leading manufacturer of technologically advanced Coil Processing Equipment with over 1,000 installations worldwide. We are expanding our Sales Department. At our 200,000 square foot facility, we design, manufacture, assemble, & test metal Coil Processing Equipment before shipping and servicing the product around the world. We need a driven Sales Engineer that is looking for a long term career in manufacturing.

Who are we looking for?

- Professional sales experience preferred
- Demonstrated sales success, presentation skills, technical understanding, and negotiation skills
- Bachelor's degree preferred but not required, open to new graduates
- Positive character with excellent communications and interpersonal skills

What you will be doing?

- Establish new accounts and service existing accounts by identifying potential customers; planning and organizing sales call schedule, and sales trips domestically and internationally
- Identify current and future customer requirements by establishing personal rapport with potential and current customers
- Provide product, service, and/or technical equipment information by answering questions and requests
- Consult with professional and technical personnel to prepare cost estimates by studying blueprints, plans, and related customer documents
- Prepare sales reports by collecting, analyzing, and summarizing sales information and engineering and application trends
- Maintain professional and technical knowledge by reviewing professional publications, establishing personal networks, and participating in industry events
- Attend industry trade shows to display or demonstrate products and capabilities

Benefits

- Competitive wages
- Excellent Health/Dental Benefits with Family Coverage and Minimal Employee Contribution
- Disability Benefits
- 401(K) Profit Sharing with up to 6% Employer Contributions
- Flexible Spending Account
- Bonuses

Contact information

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