



<https://tksinc.net/job/1504/>

## Sales Engineer

### Description

A Sales Engineer is responsible for all direct sales activities, from lead generation to closing deals. You will develop an approved sales plan, which will meet both the personal and business goals of the expanding customer base in the assigned area. Working with the sales and support teams, you will aim to achieve customer satisfaction, revenue generation, and long-term account goals that are in line with company's vision and values.

### Responsibilities

Sale of automation equipment and system integration

Demonstrate technical selling skills and product knowledge in all areas

Demonstrate the ability to communicate effectively across all levels of an organization

Sells consultatively making recommendations to prospects and clients of various solutions to lower manufacturing costs and increase productivity

Assists in the implementation of company marketing plans as needed

Submit detailed business information for pricing and presentations of solutions to identified prospects' manufacturing processes

Maintain accurate records of all sales and prospecting activities

Maintains records of current projects in company database which is used to generate sales

### Qualifications

Clean driving record.

Must pass background check and drug test as a condition of employment.

If you possess some of these skills TKS will provide training for the balance.

### Job Benefits

TKS offers full benefits:

- Health and Dental Insurance
- Paid Holidays
- Paid vacation
- 401K

### Contacts

setzel@tksinc.net

### Employment Type

Full Time+: M-F 8 hours per day.  
7am-3:30 40 hours per week/Paid  
Over Time when required

### Job Location

Germantown

### Working Hours

7am – 3:30

### Date posted

January 30, 2019