



Job Description Title: Technical Sales Engineer (Mechanical/Structural)

The Ulven Companies Vision: To become a leader of innovative, value-add OEM technology and engineered solutions that support our customers and industries.

Position: Technical Sales Engineer (Mechanical/Structural)

Reports to: VP Sales and Marketing

Purpose: The Technical Sales Engineer works closely with the VP Sales and Marketing to provide technical knowledge, sales, project engineering and project management support to clients, both pre- and post-sales. They are the key point of contact for clients such as factories, engineering firms, public utilities, prime contractors, State DOT's and others.

Responsibilities:

- Identify current and future customer requirements by developing long-term relationships, listening, interpreting and managing their requirements, establishing personal rapport, and speaking to those in a position to understand requirements and make decisions
- Provide product, service, and equipment technical and engineering information by answering questions, requests, RFQ's, other inquiries
- Establish new accounts by understanding needs of buyers, engineers, quality managers and other professional and technical personnel.
- Provide pre-sales technical assistance and produce education. Educate clients on the product or service that best satisfies their needs in terms of quality, price and delivery
- Analyze cost and sales, cost-benefit ratios of equipment, supplies, product to be used in the customer's environment
- Contribute to sales engineering effectiveness by identifying short-term and long-range issues that must be addressed, recommending options and course of action
- Negotiate contract terms and conditions to meet both client and company needs
- Provide after-sales support services and technical back-up as required
- Prepare reports, project manage all documentation, customer records
- Together with Technical Sales Manager establish regular sales targets
- Support marketing activities by attending trade shows, conferences and other marketing events
- Prepare and deliver technical presentations, demonstrating how Ulven product(s) meet client needs
- Collaborate with other members of the sales team, other technical experts as may be required to ensure customer satisfaction (quality product, delivered on-time, defect free)



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Qualifications:

- Degree in mechanical or manufacturing engineering or equivalent degree
- At least six years' experience in sales with a mix of technical and product knowledge
- Manufacturing and foundry experience
- Highly proficient with Microsoft Suite (Excel, Word, PPT)
- Highly proficient with SolidWorks or other CAD Programs and Epicor or other ERP systems
- Strong market research and analysis skills
- Experience in contract review, negotiation, DOT specifications, provisions and compliance
- Solid financial acumen and solid technical background

Essential physical and cognitive job functions

- Prompt and regular attendance at an assigned work location
- Ability to work shifts of at least [8] hours, and occasionally longer, [5] days per week
- Ability to stand for prolonged periods
- Ability to lift and carry objects weighing up to [50] lbs.
- Ability to interact with employees and customers in an appropriate manner
- Ability to receive and understand direction from management
- Availability on site to confer with team members with whom the incumbent must interact on a regular basis
- Ability to use a personal computer for tasks such as communicating via email and preparing reports and work schedules using the companies' standard software
- Ability to review and analyze data and information concerning technical and product information, contract review and negotiation, engineering drawings, project specifications
- Ability to plan, prioritize and monitor [sales, technical engineering] activities
- Ability to complete assigned tasks/projects in a timely manner