



TECHNICAL SALES ENGINEER JOB POSTING

POSITION SUMMARY:

Fedmet is searching for a full time, long term Technical Sales Engineer for its Fedmet-Gastrim Division. This division is a supplier of combustion solutions and service and offers cutting-edge technology heating systems that utilizes kinetic energy. Our business is growing rapidly, and we need an aggressive sales individual to help meet our targets. The Sales Engineer is responsible for providing our customers a wide range of thermal solutions, engineering services, installation and operational support in an efficient, professional, and high-quality manner for the assigned territory. The ideal candidate is an individual with blended technical and sales experience.

ESSENTIAL DUTIES & RESPONSIBILITIES:

- Responsible for both profitable sales growth and managing every customer in their territory.
- Responsible for the design and sales of thermal solutions and upgrades across a wide variety of industries, selling direct to end users and corporate accounts.
- Analyze and recommend ways in which customers can optimize their thermal processes with respect to efficiency, temperature uniformity, emissions and staffing.

KEY BEHAVIORAL TRAITS FOR SUCCESS:

Innovation: Able to understand and analyze a wide range of industrial processes to create technical solutions that demonstrate the unique abilities of our combustion systems to our customers.

Communication Skills: Must have excellent interpersonal and communication skills both with individuals and in teams. Must be comfortable communicating both formally and informally within all levels of customer organizations.

Self-Motivated: Must be self-directed and have the desire to take on new challenges without being prompted and exhibit a strong work ethic. Need to have a strong sense of urgency and the ability to infuse that in others.

Reliability: Must be able to deliver high quality engineered solutions to our customers in a professional and timely manner.

Business Acumen: Ability to speak in terms of ROI, shop metrics, and "true costs" with the customer. Able to focus on delivering products, engineered solutions and services in a way that maximizes profitability; while delivering value to the customer.

WORK ENVIRONMENT:

Office and heavy industrial manufacturing environment.
80% travel requirement.

JOB LOCATION:

Concentrated mainly in the continental US, with occasional travel to Canada, Mexico, and South America. Passport, or the ability to acquire, is required.



REQUIRED EXPERIENCE:

- Minimum of three (3) years of experience in industrial sales.
- A working knowledge of combustion and process control or leading-edge technology desired.
- Engineering/Technical degree or equivalent work experience.
- The preferred candidate will be knowledgeable of industrial thermal processes and proficient in sales methodologies.
- Proficient in MS Excel, Word, and PowerPoint.

JOB BENEFITS:

The position pays a salary plus commission and has paid vacation, Group Medical and Dental Insurance and employees are eligible to participate in a Simple IRA plan with Company match.

A car or allowance is also included.

DEPARTMENT:

Sales/Technical Sales Engineer

POSITION TYPE:

Full-Time/Regular