

Sales Engineer for Industrial Heating Equipment

Keith Company designs and manufactures state of the art industrial furnaces, kilns and ovens that are sold worldwide from its Los Angeles location.

RESPONSIBILITIES:

- Attain assigned sales goals by identifying and qualifying customer need and by selling business to new buyers
- Maintain high impact customer relationships with current accounts to expand market share.
- Understand customer needs, business, technology and product requirements to meet customer needs.
- Identify new sales opportunities.
- Perform sales forecasting, account planning and other related sales administrative tasks to grow assigned business profitably.
- Show continuous improvements in technical, product and selling skills.

EDUCATION:

- BS in Mechanical Engineering (preferred) or related technical degree

QUALIFICATIONS / SKILLS:

- Min 7 + years of successful sales experience in the industry
- Knowledge of principles and methods for showing, promoting, and selling products or services
- Able to travel
- In-depth understanding of the manufacturing industry.
- Proficiency in assessing customer needs.
- Competent understanding and communication of all products and technical information.
- Ability to conduct required territory analysis and planning.
- Ability to understand and communicate complex contract conditions and develop proposals.
- Proficiency using Word, Excel, and PowerPoint is preferred.
- Valid driver's license and a good driving record.
- Experience at working both independently and in a team oriented, collaborative environment

SKILLS:

- Excellent communication skills
- Good manual dexterity
- Reliable at all times
- Meets goals on time and within budget

WORK ENVIRONMENT & BENEFITS:

We offer a challenging, creative and service-minded working environment, fair compensation and a comprehensive benefits package.

WHERE TO APPLY:

Phone inquiries: (562) 948-3636

Fax resume: (562) 949-3696

E-mail resume: HR@KeithCompany.com

Mail resume

Keith Company, Inc.
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