



Position: Machine Tool Sales Engineer

Reports To: Machine Tool Product Line Manager

**Job Summary:**

The Machine Tool Sales Engineer will plan, manage, and oversee the following:

- Collaboration with machine tool inside sales and machine tool project management
- Collaboration with Applications Engineers to insure responsive, accurate results with regards to Demos, Quotes, Turn-keys, Training etc.
- Assist in marketing for various in-house events, publications, trade shows and off-site events.
- Preparation of weekly sales plan and weekly summary for review at weekly meetings.
- Maintenance of accurate pipeline forecast to track monthly and quarterly sales goals so the project manager can communicate accurately with OEM's and machine tool dealers.
- Prospecting efforts to identify new customers
- Insure that all customer CRM data including names, phone numbers, emails, addresses, status, etc. are maintained accurately.
- Utilize CRM to input all sales pipeline
- Communicate with project manager information that will provide accurate sold vs forecasted data for analysis.

**ESSENTIAL DUTIES AND RESPONSIBILITIES:**

- Work with Machine Tool Sales Manager to maintain current knowledge and expertise of products new product opportunities, competitor capabilities and practices, market conditions, and market channels to develop short-term and long-term marketing and sales strategies for the company.
- Establish and maintain contact with customers for effective product sales and customer relations.
- Work to establish and maintain acceptable customer service standards with respect to negotiation lead times, product delivery lead times, installation, training and warranty claims.
- Work with machine tool project manager for quotations, and related negotiation documentation for the sales of all products represented by the company.

**Required Skills:**

- Exceptional relationship management skills and the ability to build and grow connections with people of all types and backgrounds.
- Exceptional verbal and written communication skills.
- Independent critical thinking and creative problem solving skills.
- Comfortable and confident using technology as an integral part of the sales process.
- Highly organized and detail oriented, with the ability to keep multiple projects and client engagements active at once.
- Comfort with ambiguity and ability to navigate uncertainty.
- Style alignment with strengths oriented team environment and the ability to naturally elevate others.
- Interest in working as part of a small and growing company, with awareness about the opportunities and challenges that come with a highly adaptive environment.

**Education/Experience:**

- Experience in the machine tool industry or industrial setting preferred.
- Extensive product and application knowledge in CNC machine tools.
- Requires solid negotiation skills and knowledge of marketing techniques, with experience in sales.

**Work Conditions:**

The position has good working conditions predominately in an office environment but also may require time in shop for customer demos. Ability to travel to meetings, demonstrations and installations with clients as necessary.

Position also requires frequent interaction with individuals from other departments.

**Compensation:**

Salary and commission based on experience.

**MEASURES OF PERFORMANCE (KPI'S):**

- Actual Machine tool sales revenue and profitability performance versus forecast.
- Number of Qualified Opportunities Created - Total number of new, qualified opportunities created as well as the dollar value of each one.
- Conversion Rate - number of new customers divided by the number of qualified leads
- Accurate use and implementation of the tracking / CRM tools used by OptiPro

**Additional Requirements:**

Additional duties required by management