

Outside Technical Sales Engineer

This position is in Fridley, MN and the territory would include the West Twin Cities Metro.

The Outside Technical Sales Engineer will be responsible for promoting, selling, and servicing, to the best of his/her ability, any and all products represented by Midwest Machine Tool Supply to all customers within their established territory in the greater Minneapolis area.

The Outside Technical Sales Engineer will possess high energy and enthusiastically develop and maintain profitable relationships with new and existing customers. Must be an achiever with an above and beyond drive to succeed, thriving in a goal-oriented work environment.

Key responsibilities:

“Solve Problems and Sell Solutions”

- Support / develop the selling and promoting of multiple product lines from multiple vendors
- Develop new customers by following up on leads, cold calling / walk-in visits in the desire to grow business
- Preparing in depth quotes for customers
- Ensure excellent service for customers at competitive prices
- Provide pre-sales technical assistance and product education, leading to solutions for customers
- Travel to customer sites on short notice to help troubleshoot and resolve technical issues
- Completing all required sales reports and tracking metrics on a bi-weekly basis
- Spending a few hours in the Fridley, MN office each day, followed by in-person visits to customers

Requirements:

- Minimum technical education and/or technical sales experiences
- Machine tool background is a plus, but not required
- Mechanical ability and knowledge
- Exceptional communication skills both written and verbal
- Strong self-motivator and can work independently
- Knowledge of Profit21 is a plus, but not required
- Reliable transportation
- Strong math and computer skills