

## **Crafts Technology - Senior Sales Engineer**

### **Position Summary**

Due to continued growth, Crafts Technology is seeking a strategic Sales Engineer with strong technical acumen to be an integral part of our team approach to developing and managing key National accounts. Reporting to the General Manager, this position will be a substantial contributor towards the development, implementation and establishment of product performance specifications as well as sales and marketing strategies for Crafts Technology customer accounts. This position will work closely with purchasing, engineering design, R&D and manufacturing. A key focus for this position will be in the area of establishing new relationships in the US, profitability management, customer strategy and managing problem resolution.

**Crafts Technology** designs and manufactures specialized products utilizing hard materials to produce wear parts, components and custom tooling. Products are made from specific grades of Tungsten Carbide, Advanced Ceramics or Polycrystalline Diamond. Our solutions support organizations in the medical, high-end electronics and aerospace tooling industries. Crafts Technology is known for providing application engineering to assist customers in identifying the optimum material for the development of products that provide the best performance and the least cost method of manufacturing. For additional information regarding our organization and offerings please visit us at [www.CraftsTech.net](http://www.CraftsTech.net)

### **Primary duties include but are not limited to:**

- Account Management, develop and build strong business relationships with key customers (current and prospective).
- Works closely with the engineering and manufacturing functions to coordinate activities for superior customer satisfaction.
- Define improved product concepts, new product needs and sales opportunities.
- Develop and prepare marketing and sales budgets.
- Recommend strategic options to optimize long term sales growth and profitability.
- Prepares sales presentations and proposals
- Attend and participate in selective sales and trade show conferences.

### **Required Skills:**

- Strategic Application Engineering and solution based selling
- Skilled in contract negotiations
- Accomplished in territory development
- Strong technical experience
- Well organized, self-motivated and excellent communication skills both written and oral.
- Proficient in common software applications (MS Office, Excel, Word, PowerPoint)

### **Required Education and Experience:**

- 5+ years of experience in professional sales in the OEM and/or industrial end-user environment
- Associate degree in technical and/or engineering discipline, Bachelor's degree in technical and/or engineering discipline preferred

- Ability to travel

Crafts Technology is an employee Owned Company offering a competitive base plus bonus compensation structure, Employee Stock Ownership Plan (ESOP), profit sharing, health and dental insurance and a 401K program.

Interested Individuals should submit resume and cover letter with salary requirements to:<< >>

Crafts Technology is an Equal Opportunity Employer: Disability/Veteran

Key words: Sr. Sales Engineer, Sales Engineer, Regional Sales Engineer, Regional Sales Manager, Regional Sales Mgr., Account Manager, Sales Account Manager, Sales Rep.