OVERVIEW

Schaeffler, a global automotive and industrial supplier, is seeking an Engineer - Sales for our office based in Arizona. This position is responsible for achieving the business plan and sales budget for the Industrial business unit within assigned territory. Success will result from maintaining and developing relationships with existing customers, prospecting for new customers, and executing established sales strategies with passion and perseverance.

Roles and Responsibilities

- Become technically proficient in application of Schaeffler bearing portfolio
- Within assigned territory, continuously evaluate and update the market potential and competitive landscape for Schaeffler products
- Develop understanding of customer’s business and the link between customer success and use of Schaeffler products
- Establish depth and breadth within customer contact network, customer relationships
- Maintain existing business by demonstrating robust commercial sales aptitude and problem solving
- Develop new business by understanding customer decision factors, aligning those factors with Schaeffler competencies and presenting a compelling value proposition to the customer
- Respond to customer inquiries and orders in a timely and professional manner
- Obtain technical and commercial data on new/existing applications where application engineering is required, and efficiently use Schaeffler application engineering services
- Ongoing review, use and maintenance of sales reports: open orders, sales statistics, Product Forecast, open quotes, etc.
- Regular and timely use of Schaeffler CRM system, SalesForce.Com (Visit reports, opportunity logging, etc.)
- Periodic presentations to internal management team for territory performance
- Prepare a weekly Good News/Bad News report that is distributed to Sales Management and Product Line Staff
- Participate in relevant industry seminars, trade shows, and networking opportunities
Education and Qualifications
- Bachelor’s Degree in Mechanical Engineering or technical related field
- Minimum two (2) years’ experience in selling engineered components to OEM’s (bearings or seal experience preferred)
- Minimum two (2) years’ experience with CRM systems
- Must have strong mechanical aptitude (fast to recognize ‘how it works’)
- Excellent communication skills
- Demonstrate passion for success, ability to persevere and overcome obstacles
- Must be a positive motivator and professional role model
- Excellent verbal and written communication skills

How to Apply
https://www.azjobconnection.gov/ada/r/jobs/3505189