

Inside Sales Engineer

Position Summary

Inside Sales Engineer Job will serve customers by applying technical knowledge to identify customer needs at an engineer level and will assist with sales by providing technical expertise.

Inside Sales Engineer Job Duties:

- Identifies current and future customer service requirements by establishing personal rapport with potential and actual customers and other persons in a position to understand service requirements.
- Provides product, service, or technical and engineering information by answering questions and requests.
- Establishes new accounts and services accounts by identifying potential customers; planning and organizing sales call schedule.
- Prepares cost estimates by studying blueprints, plans, and related customer documents; consulting with engineers, architects, and other professional and technical personnel.
- Determines improvements by analyzing cost-benefit ratios of equipment, supplies, or service applications in customer environment; engineering or proposing changes in equipment, processes, or use of materials or services.
- Gains customer acceptance by explaining or demonstrating cost reductions and operations improvements.
- Submits orders by conferring with technical support staff; costing engineering changes.
- Develops customer's staff by providing technical information and training.
- Complies with federal, state, and local legal requirements by studying existing and new legislation; anticipating future legislation; advising customer on product, service, or equipment adherence to requirements; advising customer on needed actions.
- Prepares sales engineering reports by collecting, analyzing, and summarizing sales information and engineering and application trends.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Contributes to sales engineering effectiveness by identifying short-term and long-range issues that must be addressed; providing information and commentary pertinent to deliberations; recommending options and courses of action; implementing directives.
- Contributes to team effort by accomplishing related results as needed.
- Software Requirements, Product Development, Presentation Skills, General Programming Skills, Technical Understanding, Verbal Communication, Requirements Analysis, Innovation

Minimum Qualifications & Background:

- Applicant should have a bachelor's degree in Engineering, Manufacturing/Process Engineering, or related discipline along with a minimum of three years relevant work experience in a manufacturing environment.
- Program/Project Management experience; specifically in the areas of project communication, risk analysis, budgeting, and scheduling.
- The role requires a hands-on approach and the ability to work closely with engineering and manufacturing personnel.
- Excellent communication and written skills are required.
- Ability to use technical knowledge to help sell to customer needs.
- Must be able to effectively present data and issues to all levels of the organization.
- Working knowledge of ERP application (Syteline).
- Working knowledge of CRM (SalesForce.com).
- Working knowledge of ISO, ITAR, Mil specs, and FDA are necessary.
- Physical Requirements – must be able to perform with or without accommodation: Walking, sitting, standing; Use hands to operate a computer, other office productivity equipment, etc.; Talking/hearing to Communicate, Convey & Exchange information frequently with extreme accuracy to customers/employees: Sight ability to recognize and decipher customer diagrams, contracts, details, use of computer, etc.

Only applicants meeting the MINIMUM position qualifications should apply. Please send resume and cover letter including salary requirements and reference “Inside Sales Engineer” in cover letter or email subject line when responding to this posting.

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All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, or veteran status.