



## JOB DESCRIPTION

**TITLE:** Regional Sales Engineer

**REPORTS TO:** General Manager

**SCOPE:** Responsible for sales and technical support of Hydromotion products to customers.

### **RESPONSIBILITIES**

- Survey and pursue potential markets and customers for increasing sales. Utilize a thorough knowledge of Hydromotion and competitor's products and capabilities to market and sell Hydromotion products, with minimal direction.
- Meet revenue, gross profit margin and market share goals by selling Hydromotion products.
- Prepare and present proposals and quotations which accurately represent the product requirements of the customer. Develop and present general company and customer specific presentations to customers and prospective customers.
- Coordinate technical liaison services between management, production department, engineering department, sales department, and customers with newly developed techniques or practices in processing company products and ensures that the end product satisfies the customer's product goals and application.
- Direct investigation of customer complaints regarding quality, tolerances, specifications, and delivered condition of products.
- Negotiate settlement of claims, for which company is responsible, within limits prescribed by management.
- Participate in market research and competitive surveillance.
- Define problems, collect data, establish facts, and draw valid conclusions.
- Interpret an extensive variety of technical instructions in mathematical or diagram form and deal with several abstract and concrete variables.
- Read, analyze, and interpret general business periodicals, professional journals, technical procedures, or governmental regulations.
- Write reports, business correspondence, and procedure manuals.
- Effectively present information and respond to questions from groups of managers, clients, customers, and the general public.
- Work with quality department to ensure part will meet specifications.
- Perform detail work in an accurate, organized and timely manner.
- Establish and maintain interpersonal relationships by developing constructive and cooperative working relationships with others, and maintaining them over time.
- Able to effectively work with all levels of management.
- Perform other duties as assigned.

## **EXPERIENCE AND EDUCATION**

- Bachelors degree in an engineering discipline preferred.
- Minimum of 5 years related experience or equivalent experience in marketing and selling close tolerance mechanical assemblies.
- Prior experience selling to OEM's or exposure to or experience in the mobile construction industry heavy equipment, boom lift, tree harvesting or fluid/hydraulic industries a plus.
- Proficiency in Microsoft Office software preferred.
- Knowledge and experience with the following: order processing, Gold Mine, Sales Force, or other similar contact management systems.
- Certificates and Licenses: NFPA (preferred.)

## **PHYSICAL REQUIREMENTS**

Must be able to work occasionally in a heavy industrial environment. Exposed to: weather elements, some noise, varying levels of dust.

## **SAFETY EQUIPMENT AND POLICIES**

- Adhere to Hydromotion Safety policies.
- Working conditions are normal for a heavy industrial manufacturing environment.
- Requires the use of safety equipment to include but not limited to: hardhat, eye safety glasses, hearing protection, work boots.

## **TRAVEL**

Extensive travel required (50% or greater.)