

CAREER AT THE MARKET LEADER FOR ULTRASONIC WELDING TECHNOLOGY



At Herrmann Ultrasonics, we believe that a strong team has led to our position as the market leader. As we continue to grow, new employment opportunities transpire. Many automotive bonding applications are solved by using ultrasonic welding. Promote this interesting technology among car manufacturers in the Detroit area and apply today as Sales Engineer for our PLASTICS Division. Together we will pursue ambitious goals.

Sales Engineer PLASTICS, MI

Herrmann Ultrasonics is a very successful and fast growing company within the Herrmann Group. Well known Fortune 500 companies turn to Herrmann Ultrasonics for application and project consulting based on our technology advancements and decades of experience. We pride ourselves on being not only an equipment provider, but also a solution specialist in the field of ultrasonic welding. The global Herrmann Academy will ensure your continuous education.

We're a family owned company that invests heavily in both its technology and its people. Join a company that recognizes and rewards top performers.

Benefits:

We offer a competitive compensation package including bonus potential. 401(k), holidays, paid vacation, health, life, dental and disability insurance are among the benefits offered.

Job Description:

As our Michigan based Sales Engineer PLASTICS, your primary objective will be to generate revenue in your territory, from both new business and existing accounts. For success in this role you will demonstrate that you are able to discern key buying factors from the companies being targeted, know how to conduct a professional presentation with use of marketing materials, comprehend our technology, understand sales-related facts and are both capable and willing to set-up our machines systems.

Responsibilities as Sales Engineer PLASTICS:

- Execute and achieve annual sales budget
- Handle the complete sales process as you generate new leads, follow up on customers' inquiries, initiate phone contacts, visit customers, hold project discussions and reviews, determine feasibility, manage application development with technical support of our headquarters, close orders, provide trade show and after sales support
- Report sales numbers by utilizing the global CRM tools effectively
- Visit customers as needed to support sales activities of Herrmann Ultrasonics products, with up to 50% overnight travel in the USA
- Perform ultrasonic seminars for local customers

Required skills:

- Excellent technical sales skills with a minimum of 3 years' sales experience in the capital equipment market
- A BS in an engineering-related field is preferred
- Ability to quickly develop rapport with the customers to establish Herrmann Ultrasonics not simply as a commodity supplier, but rather the technology leader and focus on selling technology advantages
- Ability to independently manage daily activities within the sales territory
- Effectively prospect and focus on generating new business
- Extensive knowledge of Microsoft Outlook, Word, Excel and PowerPoint
- Ability to give technical presentations and conduct technical seminars
- Knowledge of automotive industry preferable

Qualified candidates, please submit your resume with Sales Engineer PLASTICS in the subject line to: jobs@herrmannultrasonics.com