

SALES ENGINEER

MID/ATLANTIC DIVISION
Greater Philadelphia Area

Gosiger has been in business for nearly 100 years and provides a variety of services built around and upon CNC Machine Tools. Our legacy of excellence is based on providing state-of-the-art, cutting-edge technology in Turnkey Solutions and Customer Satisfaction.

Our Sales Teams have the “Gosiger Advantage” to support their customers; 24/7 parts and service, PM Programs, Applications Support, Turnkey Solutions, Process Development, Machinist Training, Programming Classes and Financial Services.

Job Summary: The incumbent is responsible for driving Machine Tool sales and value added services to current customers and prospect development. Incumbent is accountable for driving Machine Tool revenue, turnkey revenue, training revenue, margins, profit and growth. Incumbent is accountable for account development, management, and develop and maintain strong customer relations. Incumbent interacts with inter-company departments for team support and assistance. Maintains internal relationships ensuring internal/external customer satisfaction.

ESSENTIAL DUTIES:

- 1) Develops and maintains a strong working knowledge of Machine Tool industry and all products and services sold. Maintains thorough knowledge of competitor products to ensure Gosiger is on the cutting edge of technology. Communicates to customers our competitive edge known as the “Gosiger Advantage”.
- 2) Responsible for prospecting and territory management.
- 3) Responsible for phone prospecting of new potential customers. Activity can be performed while traveling and/or during scheduled office time.
- 4) Responsible for determining customers, and prospects, needs and solutions; maintains daily face to face time with customers/prospects each day. Determines Gosiger’s ability to provide a solution that meets their needs.
- 5) Meets annual quota expectations ensuring acceptable margins and profit; maintain consistent territory market share relative to builder requirements.
- 6) Manages critical projects through installation and ensures customer satisfaction through initial run off’s. Ensures continued communications and up to date feedback to/from internal team to customers.
- 7) Maintains a strong teamwork relationship with all internal customers; division sales teams, Service/Rebuild, Applications Engineering, Product Support/Parts, and Training.
- 8) Develops and maintains strong customer relations with current customers and builds relationships with prospects.
- 9) Meets/exceeds assigned annual revenue and profit margin goals.
- 10) Maintains business expenses within budget.
- 11) Performs account management through the Gosiger CRM; Infor/Saleslogix; cost estimates/proposals, project management, coordinates schedules, tracking and monitoring, issue follow-up and resolution.
- 12) Incumbent ensures timely payment of customer accounts, host customer visits at headquarters or at appropriate supplier site, and perform standard product demonstrations.
- 13) Manage and maintain a customer/prospect database using the Gosiger CRM; Infor/Saleslogix; provides sales forecasts and related reports as required. Reports on customer/call activity weekly and highlights accomplishments and following week sales plan.
- 14) Provides an annual business plan for strategic planning.

ESSENTIAL QUALIFICATIONS:

- 1) Bachelor Degree in Mechanical Engineering or related field, or the equivalent in experience and formal education training.
- 2) Minimum 3 years in position of consultative sales in the Machine Tool Industry.
- 3) Must have a strong mechanical/technical aptitude.
- 4) Strong negotiation and persuasion skills. Demonstrated problem solving and decision-making.
- 5) Superior interpersonal communication skills and customer relationship building.
- 6) Demonstrated experience in project management and time management.
- 7) Demonstrated application of basic computer skills.
- 8) Strong initiative, competitive nature and strong goal orientation. Must have excellent attention to detail.
- 9) Must have or be able to obtain and maintain a valid passport for out-of-the country travel.
- 10) Must be able to drive and have a valid driver's license with a good driving record.
- 11) Must be able to obtain a personal credit card for business expense. Gosiger Inc. reimburses approved expenses weekly via direct deposit.
- 12) Ability to travel by automobile and air plane.
- 13) Must be able to stand for long periods of time and walk through customer manufacturing facilities.



We offer a competitive compensation package commensurate with experience and education, and an excellent benefit package.