



Position: Sales Engineer

GENERAL INFORMATION

Reports to:

Department
Sales

Work Location
Bridgeport, MI

Posting Dates

GENERAL SUMMARY

This position is accountable for identifying, developing, and recommending Market and Customer Sales Strategies for the GLE Business. The position is accountable for fostering and building strong customer relationships through their experience and interactions with the customer base. Regular consistent customer contact and pursuit of new business will be key for success. A mechanical and technical background is essential for preparing proposals, quotes and assisting customers. GLE is a global leader in tungsten carbide machining, ceramic machining, and other hard exotic materials machined to customer specifications.

PRINCIPLE DUTIES AND RESPONSIBILITIES (ESSENTIAL FUNCTIONS)

1. Collaboratively work with GLE leadership and sales team on business development objectives.
2. Conduct evaluation of customer potential along with prospecting and developing new customers.
3. Provide technical service to customers in regards to application and use of carbide and exotic materials.
4. Regularly visit customers to develop positive relationships with key contacts at account site(s). Network within customer organization.
5. Prepare and present proposals and quotes to decision-makers at customer.
6. Act as GLE's primary liaison for customer information and coordination with Manufacturing.
7. Demonstrate technical proficiency with manufacturing processes and significant product knowledge.

JOB SPECIFICATIONS

1. Bachelor's degree is required. Engineering Degree preferred.
2. Experience in a manufacturing environment is preferred.
3. 0-2 year's relevant work experience in sales or engineering required: Will consider co-op and internship experience.
4. Commercial application experience is preferred.
5. Previous experience with specialized precision grinding and carbide preferred.
6. Knowledge of sales and customer account management is preferred.
7. Excellent verbal and written communication skills with the ability to build strong partnerships.
8. Must be able to read and interpret Blue Prints
9. Strong computer skills in MS Office Suite; CAD and ERP experience is a plus (Jobboss)
10. Ability to travel up to 10%

WORKING CONDITIONS

Normal office environment; Spends some time in manufacturing environment in closed facility. Personal protection equipment recommended and/or required depending on working area (safety glasses w/side shields, etc).

DISCLAIMER

The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not intended to be construed as an exhaustive list of all responsibilities, duties and skills required of personnel so classified.

QUALITY

Quality encompasses all aspects of GLE's' business, and every employee shares the responsibility to prevent the occurrence of any nonconformity relating to product, process and the quality system. All employees have an obligation to identify and record any such nonconformity, and, through designated channels, initiate and recommend solutions.

GLE IS AN EQUAL OPPORTUNITY EMPLOYER

Please apply by submitting a resume to Clint Bucholz (Clint.Bucholz@gle-precision.com). www.GLE-Precision.com