

American Flexible Products, Inc.
JOB DESCRIPTION

Position Title: SALES ENGINEER		Approved:
Division/Department: Sales	Shift: Day	Exempt/Non-Exempt:
Reports To (Title): Sales Manager	Date: Oct 15, 2021	

The statements below reflect the principal function and most significant duties of the job as necessary for its evaluation in relation to other jobs in the organization and shall not be construed as a detailed description of all the work requirements that may be inherent in the job. Any functions that are non-Essential will be identified as such below. A request for Reasonable Accommodations may be made to enable qualified individuals with disabilities to perform the essential functions.

OVERVIEW:

The Sales Engineer will be responsible for selling high-quality, custom-made products to Original Equipment Manufacturers and Contract Manufacturers. The AFP Sales Engineer will focus on collaborating with Engineers and Buyers using their technical knowledge and negotiation skills to introduce new materials, assist with problem-solving solutions, and win new business opportunities.

MAJOR AREAS OF ACCOUNTABILITY:

1. Increase sales volume and customer base through data mining, cold-calling, and product shows.
2. Actively manage and grow dedicated sales territory.
3. Serve as key contact person for leads, prospects, and customers.
4. Face to face communication via sales calls with customers/prospects.
5. Identify, generate interest, prove value, and close business opportunities.
6. Build and maintain long-term relationships with decision makers at our customers.
7. Collaborate effectively with internal teammates and outside business partners.
8. Problem solve both within the company and with the customers.
9. Maintain complete and comprehensive contact/activity information in CRM database.
10. Responsible for following all quality and safety protocols of the company.

QUALIFICATIONS:

- BA/BS degree in related field.
- 2-4 years of previous business to business sales experience, manufacturing experience calling on OEMs preferred. Knowledge of foam, rubber, and plastics fabrication a plus.
- Strong analytical and problem-solving skills, as well as a keen attention to detail.
- Ability to effectively prioritize tasks, be flexible and self-directing.
- Effective written and oral communication skills.
- Capable of questioning in an effective manner to understand the customer's needs.
- Experience with Microsoft Office: Word, Excel, PowerPoint, and high comfort with technology.
- Valid driver's license and reliable vehicle (not company provided).

Working Conditions

- Significant work pace & pressure due to deadlines.
- Position requires in-person training and ongoing in-person collaboration
- Travel 50%, mostly regionally, but some national.
- Light work, exerting up to 20 lbs. of force or less.