

BHS Corrugated North America, Inc.

Job Description

Job Title: Sales Engineer I
Department: Sales
Reports To: National Sales Manager
FLSA Status: Exempt
Prepared By: Chris Weaver

Approved By:
Date: 09/01/2022
Salary: \$70,000 - \$95,000
Bonus: Up to 10% of Salary

Summary

The Sales Engineer is an entry level position. Main responsibilities include supporting the sales team as a technical representative for BHS. The Sales Engineer will have a good working technical knowledge of all BHS equipment including machinery, intralogistics, digital and life cycle. The sales engineer will support the sales team during all parts of the sales cycle from the initial meetings through installation and startup.

Responsibilities

1. Support the sales team with working knowledge of all BHS products including equipment, intralogistics, digital, lifecycle and corrugating rolls.
2. Be a technical resource regarding machine specifications, capabilities, and requirements to meet customer project goals. Based on customer project expectations the Sales Engineer should be able to develop a machinery solution AND be able to justify this solution to the customer.
3. Support the Lifecycle team as a technical resource in developing solutions to meet customer's Lifecycle needs.
4. Research trends and technical developments through related publications and training sessions to maintain current knowledge and specifically meet customer requests.
5. Understand and support sales policies and procedures to provide proper and effective treatment to all customers.
6. Project an attractive and orderly company image at all times through effective sales displays.
7. Follow up customer sales as appropriate.
8. Perform other related duties as assigned.

Requirements

Preferred a 4-year engineering degree in either mechanical, electrical, industrial or paper engineering - OR- a 2 year technical degree in either a mechanical or electrical curriculum.

No previous sales experience required

Excellent organizational, interpersonal and written communication skills are a must.

Extensive travel to accounts, trade shows, etc is required.

Strong computer skills.