

## Sales Engineer (m/f)

Are you ready to make the move from Technical to Sales?

HEUFT USA, Inc. is looking for Technicians that are ready for a career change to sell highly technical products.

We are looking for creative and highly motivated applicants with an entrepreneurial spirit and technical ability to bring solutions to life so as to turn prospects into customers! This position blends a unique skill set of technical know-how along with excellent customer skills.

HEUFT USA, Inc. based in Downers Grove, Illinois is a division of HEUFT SYSTEMTECHNIK GMBH ([www.heuft.com](http://www.heuft.com)), the worldwide leader in package inspection technology. Due to our explosive growth, HEUFT has excellent opportunities for industrial Sales Engineers to add to our North American Sales team!

This position provides the opportunity for driving sales, meeting aggressive goals, working with key customers and interfacing with high level decision makers that will challenge your expertise.

### **RESPONSIBILITIES:**

- The Sales Engineer will solicit new customers by arranged visits and making cold calls to penetrate the liquid filling, food, pharmaceutical and general packaging markets.
- Apply working knowledge of the HEUFT product line and packaging industry to evaluate and select equipment and options to best meet the needs of the customer. Develop solutions and create a compelling value proposition using HEUFT's solution capabilities to identify customer needs.
- Coordinate the sales cycle from RFQ through delivery and installation.
- Lead and/or support the development of proposals and presentations and provide technical input as needed.
- Maintain strong presence with current customers to assure equipment is being used and in proper working order and to establish current customer needs.
- Prepare sales plans, sales forecasts, sales call reports and expense reporting.
- Actively follow up on leads and projects.
- Communicate with members of the sales support team to provide timely response to customer requests

## **REQUIREMENTS:**

- Bachelor degree in Electrical Engineering and/or Business Administration/Marketing and/or equivalent combination of education & work.
- Detail oriented, organized, self-motivated, proactive and reliable.
- Excellent project management and organization skills needed. Must have ability to prioritize and estimate time needed to accomplish tasks. Ability to manage multiple projects simultaneously.
- Team player willing to adapt as needs require and as the organization grows.
- Engage with members of Sales team and other functions where appropriate to provide advice to meet specific client requirements
- Ability to analyze, understand and present technical product specifications to customers and sales representatives
- Willingness to travel regionally overnight 50-70% and work within an International, multi-cultural environment.
- Must have strong writing and speaking abilities necessary to present complex technical concepts in a clear and compelling manner to various levels of a technical and business audience. Must have the ability to handle groups of people in a presentation and classroom situation.
- Excellent problem solving skills. Must have the ability to resolve complex pre-sales technical problems and discover solutions to work in diverse customer environments.
- Highly proficient in PC applications-MS Office suite is a must

If you are a technician who wants an opportunity to make a difference and grow your career, send your resume to us today!

HEUFT USA offer's a competitive compensation package based on experience. Benefits include a 401(k) plan, health insurance and company sponsored dental, short & long term disability and life insurance. EOE.

Please send resume, cover letter and salary history to:

**[edi.e.gilich@heuft.com](mailto:edi.e.gilich@heuft.com)**.

No phone calls or recruiters please.