

Our **Sales Engineer** will sell our products and services while helping advance the Metal Fab Engineering Vision. You will work close with business development and marketing to achieve profitable business growth. You will be the primary person for existing and prospective customers to contact and communicate with for all orders, quotes, requests, and customer service needs. In this role, you will positively represent the company and effectively use a variety of communication tools to help the company grow and compete. You will combine technical knowledge of our products and services with strong people skills to assist customers, build partnerships, and provide technical support.

Responsibilities

- Demonstrate the Metal Fab Engineering Values in all behaviors and actions.
- Support the Metal Fab Engineering company vision.
- Responsible for meeting assigned objectives
- Communicate with customers to develop positive, mutually beneficial partnerships
- Create and send customer quotes in a timely manner with competitive and profitable pricing
- Enter customer orders and create sales orders in a timely manner
- Liaise with customers and appropriate company personnel on all orders, quotes, and issues
- Field customer objections, close the sale, or follow up with next steps in sales process
- Create and compile detailed information for all customers and prospects in CRM and ERP systems
- Support business development and marketing to grow the business
- Assist with lead generation and finding prospective customers
- Create product drawings as needed
- Create and compile detailed documentation for all sales orders
- Perform part setup to aid in quote creation
- Create and support creation of competitive quotes and proposals
- Collaborate with staff on parts and products
- Revise procedures, identify issues in efficiency, suggest ways of improvement, and support implementation of improvements.
- Support production and product development
- Proactively share knowledge and innovative ideas
- Complete all work in a timely manner by agreed on due dates and timelines
- Work with team members to maximize safety, quality, service, and productivity
- Follow all company policies and procedures
- Adhere to all safety guidelines and safe work procedures and practices
- Perform other duties as required.

Job Requirements

- Must be able to work in a team environment.
- Self-directed, able to multi-task and work with minimum supervision in deadline-sensitive environment
- Ability to make and read measurements.
- Ability to read, understand and conduct written instructions.
- Ability to understand verbal instructions.
- Effective verbal and written communication skills and exemplary professionalism
- Sitting up to 100% of the entire time.
- Lifting up to 25 lbs. occasionally, 5 lbs. frequently.
- Continuous eye concentration

- Ability to work a flexible schedule based on business needs.
- Ability to use MS Office, internet use, ERP systems, MS Teams, Zoom, and other similar tools
- Highly proficient use of CAD (Solidworks, AutoCad, Stryker) software

Desired Skills & Experience:

Required proficient use of Solidworks and AutoCad. Required prior experience in sales and customer service. Understanding of marketing and business development, and how sales -- while supported by those two components -- is the ultimate resource for any company's growth and future. Prior experience in a manufacturing or factory environment preferred. Preferred experience applying Lean thinking, Lean manufacturing, EOS, Six Sigma, or other improvement methodology. Must be 18 years of age or older. Valid driver's license is required. We are looking for someone who will value and encourage our culture during a time of growth and is energetic about hands on work with our team.

Equal Employment Opportunity:

Metal Fab Engineering, Inc. provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability, or genetics. In addition to federal law requirements, Metal Fab Engineering, Inc. complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities.