



Sales Engineer

This role will be part of a team to solicit new and existing clients and business. This position will need to demonstrate leadership in communicating business goals, programs, and processes. This role will utilize superior expertise to manage projects, solve problems, develop and execute objectives for self and others, and have the ability to effect short-term and long-term business goals. The Sales Engineer accomplishes his or her goals by utilizing pertinent data from customer contact, marketing direction, manufacturing capability, tooling design, outside sourcing, and laboratory testing.

1. Job Duties

- 1.1. Solicit new and existing business, utilizing consideration of available Hellebusch Tool & Die resources.
- 1.2. Manage client accounts from project design through implementation at customer location.
- 1.3. Develop estimates of company production costs involving consideration of material, machine, and human capital.
- 1.4. Conceptually create and coordinate from CAD design stage through implementation stage.
- 1.5. Monitor implementation of sample jobs and new runs. Interface with intra-company personnel for total product.
- 1.6. Prepare and maintain records and documentation sufficient to readily provide responses.
- 1.7. Assist in securing responses from customers, vendors, and intra-company personnel as needed so not to interfere with duties of others.
- 1.8. Adhere to Hellebusch Tool & Die, Inc. Quality Policy and follow appropriate procedures.
- 1.9. Follow safety rules; ensuring work area is clean, and orderly.
- 1.10. Perform other related or unrelated duties as assigned.

2. Key Interactions

- 2.1. New and prospective clients
- 2.2. Vendors
- 2.3. Intra-Company personnel

3. Professional and Personal Skills

- 3.1. 4 year university education in Mechanical Engineering, Engineering Management, Engineering Mechanics or equivalent experience.
- 3.2. Must be able to work from verbal instructions, written instructions, charts, and prints.
- 3.3. Must be comfortable with tool design and mechanical engineering principles.
- 3.4. Must be proficient in computer applications (MS Word, Excel), CAD, and computer modeling.
- 3.5. Must be a self-starter with good organization skills, good communication skills, and a high level of reliability.
- 3.6. Must be a self-motivated team player.