



Sales Engineer Automotive

 **Online Application**
pollmann-na.com/online-application

Primary responsibilities will include:

- Identifies opportunities and applications that fit the company's core competencies.
- Sells products and services to identified and qualified customers.
- Conducts technical presentations at customer site and/or coordinates customer visits onsite.
- Coordinates sales efforts with key account managers in Europe.
- Negotiates and verifies contract terms.
- Oversees programs with respect to commercial activities; maintains sales prices.
- Coordinates and/or participates in feasibility studies.
- Assists in preparing sales forecast for budgeting purposes (realization list, etc.).
- Acts as the liaison for any commercial or operational issues (customer payment issues, delivery issues, warranty issues), and for any new or changed customer requirements.
- Assists in preparing sales forecast for budgeting purposes (realization list, etc.).
- Manages/coordinates quality management processes and documents as assigned.

Required Education, Skills and Abilities:

- Degree in Engineering is required or equivalent combination of formal education
- Experience in selling to Tier one and automotive customers is expected; preferably mechatronic
- Strong Negotiation techniques and skills are expected
- Knowledge of automotive quality standards, quality core tools, and business practices is expected
- Knowledge of quotation tools and process is expected
- Knowledge of tool and die and plastic processing and project management is preferred
- Knowledge of CAD software and highly automated production processes is preferred
- Knowledge of commonly used contracts and warranty concerns is expected



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