



Sales Engineer Job Description

Location: Greater Denver, Colorado area

Reporting to: Chicago, IL Sales Manager

December 15, 2023

Job Description

- Responsible for consistent efforts to develop new business within a specified US territory.
- Targets will include inbound leads from marketing campaigns, current customers for relationship expansion, and self-generated prospects (80%)
- Seek opportunities to upsell and cross sell, expanding the business opportunities within each account
- Respond to all general line customer inquiries via phone or email by determining material availability, conformance to customer requirements, quoting prices, and providing a reasonable delivery commitment designed to obtain the customer's order or expanded order.
- Manage sales project pipeline via Marian CRM system
- Read and interpret customer component blueprints
- Create RFQ's in Marian CRM system and work with cost estimators and sales management to finalize quotes
- Work with engineering to provide design for manufacture (DFM) presentation to customer for design / process confirmation
- Coordinate with customer service, purchasing, operations, quality, and sales management to expedite or troubleshoot customer orders.
- Understand and provide feedback to customers regarding operational capabilities and enhancements.
- Handle customer calls relating to complaints on orders by investigating the basis of complaint, referring problems to appropriate personnel, recommending action to rectify problems, and following up to ensure resolution.
- Act as a technical and market resource by counseling and advising customers.
- Arrange for outside purchasing of materials and services to fill customer orders or items not in stock, or not normally stocked and/or used.
- Utilize creative and innovative sales techniques to increase sales volume.
- Cultivate a strong product and market knowledge, as well as knowledge of the customer's business and end use of material.
- Conform to company ISO and corporate procedures.



Experience and Preferences

- Education: 4 year college degree
- Mechanical Aptitude (while a degree in engineering is not required, it may be preferred)
- 3-5 years of sales or customer service experience in a similar industry
- Strong sales abilities which support selling to the executives, including C-level, of small to medium sized businesses balanced with tactical skills for a fast-paced, high volume, lead follow up environment.
- Ability to build strong rapport, establishing trust and credibility through a consultative solution based approach, balancing assertive sales follow-up without being overly aggressive.
- A self-starter who can effectively work with in a strong team culture
- Emphasize product/service features and benefits
- Time-management skills
- Attend periodic sales and material training
- Social selling skills using LinkedIn and other social media platforms
- Qualify potential customers via cold calls and cold emails
- Ability to effectively forecast business
- Microsoft Office experience required
- 2D Blueprint reading experience
- Excellent Communication Skills
 - Verbal, Written
 - Language: English is required. Others may be preferred as Marian has operators near Mexico, China, and Germany

Benefits

- Competitive Salary + Commission
- Health, Dental, Vision, and Life Insurance
- 401(K) Plan with company match
- Expense Account
- 15 PTO Days per year
- LinkedIn Premium Account + Sales Navigator Package
- Computer
- Cell Phone
- Car Allowance + Fuel

About Marian

Marian is an ISO 9001:2015 certified global leader in manufacturing precision die-cut component parts made of innovative flexible materials for customers in the electronics, automotive, and medical industries. Utilizing state-of-the-art manufacturing technologies at 10 locations around the world, Marian engineers partner closely with customers to solve complex manufacturing and assembly problems.

To learn more, visit us at www.marianinc.com