

Job Description: Machine Tool Sales Engineer

Reports to: VP Sales – Machine Tools

Job Summary

Concept Machine, a leading industrial equipment supplier in the Midwest, provides quality metal working machine tools including CNC Vertical and Horizontal Machining Centers, Wire EDM, Sinkers, Grinders, Swiss Lathes, machines for turning, grinding, boring, milling, drilling and tapping. In addition to the machine tool solutions, Concept also has a complete metrology solutions portfolio, making us a full partner to our manufacturing partners.

We are seeking a **Machine Tool Sales Engineer** to promote and sell machine tools in the MN market. This individual must be highly motivated and a self-starter. Responsibilities include professionally promoting Concept Machine and our products to new and existing customers to maximize our market share and the employee's earning potential through capital equipment sales.

This individual must possess the desire to learn and react to a fast-moving pace. They must be skilled at strengthening existing customer relationships as the customer advocate in their territory, along with building the customer base. They must enjoy working on a team and collaborating with cross-functional departments to best serve our customers and drive an exceptional customer experience.

Manufacturing industry and machine tool sales experience is helpful, however, it is not required. Training is provided to ensure sales staff is informed on our products and given the tools to be successful.

Key Responsibilities

- Represent Concept as the main relationship point of contact and interface
- Manage their own territory and performance of Concept Machine in that territory
- Report, log and manage CRM data related to the owned market area
- Expand Concept's market via new account relationships and business development efforts

Qualifications and Skills

- Understanding of sales process in a technical and capital equipment market
- Exposure and understanding of CNC machine tools and related equipment
- Reliable vehicle and valid driver's license
- Detail Orientated
- Self-motivated and independently driven
- Meets deadlines with minimal supervision
- Expected routine travel to customers within territory, including potential for occasional overnight projects

Concept provides excellent benefits including medical and dental coverage, paid holidays and sick time, and 401(k) with a company match.