**Sales Engineer**

**Job Summary:**

The Sales Engineer is responsible for professionally and positively managing NWL’s in-house accounts to ensure sales goals are met. This position is the principle point of contact for existing customers and is expected to manage the sales administration process, working closely with customer service and sales administration personnel.

This position works Monday - Friday in a factory located 25 minutes Southeast of Greenville NC. This position reports to the Business Unit Director. Minimal travel (0-15%) would be required for this position.

**Principal Responsibilities:**

* Manage the sales administration process. Monitor and report on sales metrics. Ensure accurate and complete information is captured in Customer Relationship Management (CRM) system.
* Assist in the product/product family selection, preliminary design, and costing for new business proposals.
* Collaborate with sales leadership on strategic initiatives to meet and exceed goals. Compile and utilize customer feedback to generate ideas about new features or products.

**Other Duties and Responsibilities:**

* Achieve assigned opportunity, proposal, new business bookings and total business bookings numbers
* Emails, telephone calls and in-person visits and presentations to existing and prospective customers
* Provide sales/technical support to customers
* Prepare proposals in compliance with customer requirements and with company pricing guidelines, coordinating with internal personnel, as necessary.
* Review and negotiation of customer contract T’s & C’s
* Weekly, monthly, and quarterly reporting as requested/required by NWL Business Unit Director
* Preparation of inputs for, and participation in the formulation of, NWL’s annual business plan
* Maintenance of bookings and sales forecasts

**Qualifications:**

* Bachelor’s Degree in Business or Engineering preferred
* 3-5 years of comparable sales experience, and 3-5 years of comparable engineering design experience
* MS Office suite capability including solid understanding of Excel spreadsheets
* Must be results-orientated and able to work both independently and within a team environment
* Proven self-starter with the initiative and drive to follow through on projects and assignments with limited oversight and direction
* Ability to effectively coordinate efforts of people internal and external to NWL for the timely accomplishment of goals, objectives, and tasks.
* Technical military/aerospace/medical sales experience is a plus
* Strong written and verbal communication skills