



## **Sales Engineer – Technical Sales**

RENK LABECO Test Systems Corporation, a world leader in customized test systems is searching for an experienced Technical Sales Engineer with strong Project Management background to market its' diverse quality products.

Location: Mooresville, IN

Industries: Automotive, truck, helicopter, railway and wind industries

Job Type: Full time

Years of Experience: 7+ to 10 years

Education Level: Minimum Bachelor's degree in mechanical engineering

Career Level: Experienced

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You will work in a very small team environment with wide-ranging responsibilities in which your contributions are highly valued and have a direct impact on the success of the enterprise. Candidate must interface with the company's internal engineering and operations teams to provide clear understanding of the customer needs and technical requirements. Additional duties include project management of new and existing contracts.

The candidate establishes and maintains customer contact and builds relationships that provides new business and increases existing business. The Technical Sale Engineer is the main point of contact for customers. The candidate completes appropriate reports and customers quotation; maintains an accurate customer database; acts on and resolves customer issues promptly and professionally.

### Requirements:

- New business development.
- Identifying and targeting markets to sell our products and services.
- Proposal development.
- Company presentation development and delivery.
- Must demonstrate a technical expertise to ensure customer confidence.
- Project management of new and existing contracts.
- Ability to work independently, strong self-motivation skills.
- Must be flexible, maintain a positive can-do attitude.



- Must be able to react to customer situations with a sense of urgency and in a professional manner.
- Must have high degree of integrity and professionalism that gains customer trust.
- Excellent interpersonal skills, excellent communication skills.
- Detail oriented.
- Bachelor's degree in mechanical engineering.
- Strong computer skills including Microsoft Office, Windows, AutoCad and UG.
- Job involves travel in the U.S. and abroad.
- Must pass drug screening.

We offer an excellent benefits package.

If you are interested in this position, please send your resume to [ktampe@renk.biz](mailto:ktampe@renk.biz).