**Job Description**

**General Information**

|  |  |
| --- | --- |
| **Job Title** | **Technical Sales Manager – Outside Sales** |
| Department | Sales  |
| Reports To | Sales Manager |
| Date | 3/13/2024 |

**Scope of the Position**

|  |
| --- |
| The Technical Sales Manager’s overall goal is to generate planned revenue growth by proactively developing design and sales solutions to both existing and new OEM customers within the East Coast Region of Florida. |

**Major Responsibilities**

|  |
| --- |
| * Comfortably interact with engineers to provide technical solutions for OEM customers
* Schedule and maintain customer visits, customer discovery and product presentations
* Organize supplier joint sales calls, plant walk-throughs, and Lunch n’ Learns
* Assist in product design and development solutions
* Discovery of potential customers
* Follow up on leads provided by Inside Sales, suppliers and other sources
* Maintain Internal Account Identification Management (AIM) tool with projects, products and contacts
* Submit weekly itinerary, business highlights and call logs to management
* Attend supplier sponsored training seminars
* Take ownership of accounts with the ultimate responsibility of growth per sales plan within assigned territory
* Other duties as assigned
 |

**Education & Training**

|  |
| --- |
| * College degree, Mechanical, Chemical or Industrial Engineering preferred
* SolidWorks familiarity desired
 |

**Experience**

|  |
| --- |
| * 3-5 years of Rubber Sealing Industry and/or engineered component OEM selling experience preferred.
* 2+ years of Defense/Aerospace Industry required
* Proven track record of success selling sealing solutions
 |

**Miscellaneous Requirements**

|  |
| --- |
| * U.S. citizen living in the East Coast of Florida or willing to relocate
* Self starter with minimal direct supervision
* Excellent verbal and written communication skills
* Reliable transportation with appropriate license and insurance
* Strong knowledge of Microsoft Office and ability to learn other software applications to support the business
 |