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TECHNICAL SALES ASSOCIATE

An innovative, expanding, international company rooted in the **Annapolis / Kent Island** area of **Maryland** is looking for a talented, sales professional for their **Technical Sales Associate** opening. As a customer centric, family oriented organization, we focus on career minded individuals searching for their once in a lifetime opportunity to join our winning team!

This position will report directly to the **National Sales Manager**.

Responsibilities:

- Develops and works sales strategies with Technical Proposal Managers, Regional Sales Managers, and National Sales Manager
- Establishes relationships with Distributors and OEM Partners
- Assists Technical Proposal Managers with the overseeing of projects/opportunities from inquiry through engineering, production, delivery, and commissioning
- Assists in managing special military projects that entail unique design, testing, inspection, and documentation requirements
- Communicates with customers to determine their needs and suggests solutions to fulfill their requirements and solve their issues
- Creates and delivers technical and pricing proposals as requested by customers
- Follows up with customers to update the status of active quotes and responds to customer requests for revisions to existing quotes and orders
- Initiates sales order process when POs are received
- Builds upon industry and product line knowledge by studying product data and descriptions and participating in educational opportunities (tradeshows, company trainings, workshops, and seminars)
- Works with customers to manage changes to orders that may occur as they move through the system
- Informs customers on the progress of orders
- Coordinates the shipping details and start-up schedule with the Service Department
- Works to accomplish departmental and organization goals by accepting ownership of projects/tasks
- Maintains and updates Salesforce records
- Some travel may be required

Required Skills/Experience:

- Knowledge of technical publications and equipment is a plus
- Be detail-oriented with proficient computer skills, especially in the use of Microsoft products
- Experience with Salesforce CRM is a benefit
- Able to work independently, make good decisions, and work as part of a team
- Proactive: able to anticipate issues and provide solutions
- Maintain a high level of responsibility and accountability
- A quick learner and adapt well to changes
- Ability to multi-task and prioritize
- Good communication and organizational skills
- A drive to learn new products and methods as well as draw on past experiences to help improve the company's products and methods

Benefits & Compensation:

- Salary commensurate with experience
- Full medical & dental benefits, paid vacation & holidays, 401K, plus performance bonus
- Growth opportunities are available