Sales Engineer

Leybold USA Inc. is a worldwide company and leading manufacturer and supplier of industrial vacuum equipment and has an excellent opportunity located in the Midwest area for a Sales Engineer. Anyone living in any of the following metro areas can apply: Midwest.

Qualified candidates must possess:
- B.S. degree in Engineering or similar technical discipline
- A sincere interest in selling a technical product or service
- Excellent oral and written communication skills
- Knowledge of vacuum technology and Leybold products is highly desirable
- Minimum up to 50% travel is required
- Excellent PC skills are required (MS Office, Word, Excel, & PowerPoint)
- Valid driver’s license required.

The individual will be responsible for first line of contact with the customer. Represent Leybold products and services to potential and current customers with integrity and honesty. Provides the company with new customers and expands the business opportunities with existing customers. Work with and support other departments within the company in the achievement of sales plans, product forecasting, increasing business and maintaining prudent operating budgets.

Responsibilities include:
- Responsible for the sale of company products to an assigned account base within a geographic region
- Establish and implement aggressive segment and product territory sales strategies and goals as defined by segment and product marketing and the Head of Sales
- Find and capture new and or expanded opportunities for the Leybold products and services.
- Insure customer satisfaction and prompt complaint resolution by interaction with other departments.
- Provide professional sales support functions to customers such as, technical support, product selection, quotations, terms & conditions, contract administration, etc.
- Complete all assignments (i.e. Monthly Reports, Forecasts, Expense Reports) in a timely and accurate manner
- Attend trade shows, seminars and training sessions to keep informed of trends effecting customers, keep abreast of competitive products, services, and value-added activities.
- Set both short term (12 month) and long-term (3 years) goals
- Responsible for maintaining company property (automobile, computer, office equipment, customer demo/loaner products, consignment stock, etc.) that is in his/her control, and or at his/her customer site

The successful candidate will enjoy excellent working conditions and competitive wage and benefits program. Interested individuals may respond by sending an email resume and salary history in confidence to humanresources.vacuum.ex@leybold.com or call 312-860-1042.

Equal Opportunity Employer/Affirmative Action Employer – M/F/D/V
(For additional information about Leybold visit www.leybold.com)