

Sales Application Engineer

Ronan Engineering, Measurements Division is a global manufacturer of instrumentation for industrial process control. We are expanding our Sales department and have an opening for an Outside Sales Engineer. The successful candidate will be based in our facility in Florence, KY. The candidate should have experience in sales of instrumentation for density, level, and weight applications.

Requirements

Minimum five years outside sales experience of technical products in industrial markets. Must have the ability to become proficient in the application of all product lines. Must have well developed sales skills; a general knowledge of marketing which includes market research, market sizing, pricing and marketing communications. Proficient in MS office: WORD, EXCEL, Power Point and Outlook.

Must have excellent verbal and written communication skills, including the ability to develop and present effective and persuasive technical sales presentations. Must be attentive to detail and possesses "excellent follow through skills".

Essential Responsibilities include, but are not limited to:

Support sales representatives with technical presentations, applications assistance, training and territory planning

Develop sales plans to achieve company long and short-term sales goals

Develop strategic account plans for major account opportunities

Generate quotations from incoming customer requests

Follow up on sales leads and quotations

Provide frequent updates and reports to general manager and CEO on actual performance against targets

Provide an accurate rolling forecast for production and budget planning

Work closely with application engineers to assess the potential application of company products and Solutions to meet customer needs

Maintain an up-to-date understanding of industry trends and developments that affect and influence Target markets

We offer an excellent benefits package including company matching 401k, medical, dental, vision, life and disability insurance.

Travel: 20% - 40%

Background check and drug screen required

Send resume to jgarmany@ronanmeasure.com