

## Technical Proposal Manager (Rentals)

A rapidly growing international market leader rooted in the **Annapolis/Kent Island** area of **Maryland** is looking for a top performing sales professional to fill their (Rentals) **Technical Proposal Manager** role. 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 Head of Business Development (Industry).

### Duties and Responsibilities:

- Develop and work sales strategies with Regional Sales & Business Development Managers
- Build value added relationships with Distributors, OEM Partners, and End Users
- Manage projects/opportunities from inquiry through delivery
- Manage special military projects that entail unique design, testing, inspection, and documentation requirements
- Communicate with customers to determine their urgent needs and provide immediate solutions
- Create and deliver technical and pricing proposals
- Follow up with customers to update the status of active opportunities and rental availability.
- Respond timely to customer requests for revisions to existing quotes and orders
- Process orders when received, coordinate start-up schedule with the Rental Service Department
- Collaborate with customers to manage changes to orders that may occur
- Maintain open communication with customers on the progress of orders, coordinate required Shipping details
- Maintain and update opportunity records
- Build upon industry and product line knowledge by studying product data and descriptions and participating in educational opportunities (tradeshows, company trainings, workshops and seminars.)
- Assist in market driven product development based on industry(s) understanding and needs
- Deliver Key Performance Indicators (KPIs) to drive individual and team results.
- Work to accomplish departmental and organization goals by accepting ownership of projects/tasks
- Maintains and updates Salesforce records
- Some travel may be required
- Other duties as assigned

### Required Skills/ Experience:

- Bachelor's Degree in relevant field or equivalent experience
- 3-5 years of inside sales experience with an engineered and/or technical product

- Knowledge of technical terms – knowledge of high pressure reciprocating compressors is a plus
- 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
- Maintain a high level of responsibility and accountability
- Project Management Experience a plus
- Good communication and organizational skills
- A drive to learn new products and methods as well as draw on past experience to help improve the company's products and methods

**Benefits & Compensation:**

- Salary commensurate with experience
- Company subsidized Medical, Dental, and Vision benefits effective the first of the month following 30 days of employment, 401K with 3% Safe Harbor Contribution, Commission, 13 paid vacations days, 5 paid sick days and 12 paid holidays
- Growth opportunities are available