

TECHNICAL SALES ASSOCIATE

An innovative, expanding, international company rooted in the Annapolis / Kent Island area of Maryland is looking for a talented entry level, 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
- 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
- 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
- Works with customers to manage changes to orders
- Coordinates the shipping details and start-up schedule with the Service Department
- Works to accomplish departmental and organization goals
- Maintains and updates Salesforce records
- Some travel may be required
- Other duties as assigned

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 Office
- 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
- Company subsidized Medical, Dental, and Vision benefits effective the first of the month following 30 days of employment, 401K with 3% Safe Harbor Match, Performance Bonus, 13 paid vacations days, 5 paid sick days and 12 paid holidays.
- Growth opportunities are available