



Title: **Engineer, Outside Sales**

Reports to: **Director of Commercial Business**

#### Position Overview

At Sur-Seal, we simplify engineering and supply chain to solve our customers' sealing challenges. Located on the **West-Side of Cincinnati**, for 50 years we've been designing, sourcing and manufacturing sealing products for OEM customers across multiple industries. We embrace the idea that each customer challenge is unique and pride ourselves on helping them find the right, unique solution.

People are at the center of all we do. Awarded one of "**The 2019 Best Places to Work in Cincinnati**", Sur-Seal puts people first with a fun and engaging environment. We are a fast-growing company with a family-oriented feel. New employees can expect a caring, curious & courageous company culture centered on open communication, personal development, and tackling exciting challenges in a rapid growth environment.

To support our rapid growth, we are adding an **Engineer, Outside Sales** to play a critical role in the generation of new business opportunities within new and existing accounts. If you are experienced in technical sales and are high-energy, personable, self-motivated, innovative, and "love the win"; this could be the perfect role for you.

#### Essential Job Duties

- Develop & maintain key account plans and multi-level relationships
- Create and execute sales strategy for assigned accounts
- Collaborate with customers to define and develop winning solutions that meet performance requirements (technical specifications), quality, delivery and pricing expectations.
- Interface and collaborate with internal resources to facilitate solution development
- Maintain awareness of market conditions and competitor's products and pricing

#### Qualifications & Requirements

- Bachelor's Degree in a technical discipline or related experience preferred
- 2+ Years' experience in technical sales in an environment that provides custom solutions
- 1+ Years' Experience global sourcing
- Ability to work remote (yet within commute distance) and travel approx. 50% of the time

### **Skills & Abilities**

- Superior Interpersonal skills
- Curious and always knee-deep in technical personal projects
- Strong collaboration skills in a cross-functional business team
- Excellent written communication
- Ability to shoulder rejection with the endurance to be successful in a 9-month sales cycle
- Self-motivated and strategic
- Loves the thrill of the win

### **How to Apply**

A Slice of HR is working with us on a retained search basis. If you meet the qualifications and want to join our team of talented, inspired individuals who share our values and understand that leadership is a quality, not a title, please send your resume to **info@asliceofhr.com**.