



New London Engineering is an Industry Leader in material handling solutions offering the industry's top conveyors. New London Engineering is a full-line conveyor system supplier specializing in engineering high-quality, quick-delivery conveyors. We are a vertically integrated company using the latest technology in our Fabrication, Paint and Assembly processes. With 75 years of experience making some of the toughest, most cost-effective, and well-designed conveyor equipment available, we're confident you'll find it a great work environment.

Position: *Sales Engineer*

Location: New London, WI

Description:

Due to the retirement of a long term employee on our sales team we're offering a rare opportunity to join our team. Bring us your 3+ years of successful conveyor selling experience and see what a sales driven company can do for you. This is an exceptional senior selling opportunity for a driven and confident candidate to excel, putting you into a six figure salary. As a Sales Engineer on our team, you will be responsible for leading and managing a proven territory within the US.

Join our team and you will be mentored by proven sales professionals. We offer an excellent training program, where you will learn about the latest products and techniques in the conveyor industry. It will take a lot of hard work and determination on your part to be successful but there are few opportunities that can match ours for long term career growth.

If you have prior success selling standard or custom conveyors in a highly competitive market, we would consider such experience a definite plus.

Responsibilities Include:

- Driving and creating innovative solutions that put the customers' needs first.
- Prospecting and acquiring new accounts within a territory
- Managing opportunities and selling conveyor solutions within a territory.
- Leading the relationship of distributors, integrators, and direct accounts within a territory
- Managing the quoting and project management process for your customer base.
- Minor company travel within your territory.

Education and Experience Requirements

- Associate / BS degree or equivalent experience preferred along with 5+ years in the field.
- Sales experience in material handling, power transmission or packaging related backgrounds would be a plus.
- Strong organizational and time management skills required.
- Highly motivated, great people skills, positive attitude, entrepreneurial, driven to be the best.
- Computer efficiency with Microsoft office, work, excel, as well as the use of a customer relationship management System a must.
- Detail oriented, self-starter with project management experience.

Compensation and Benefits:

- Based on a base salary, plus commission based on sales goals.
- We offer a full range of medical, dental, vision, IRA, vacation, and paid holidays.

For more information on **New London Engineering** please visit: www.nleco.com.