

Job ID: PF972
Job Title: Sales Engineer
Degree Requirements: Bachelor's Degree Mechanical Engineering, Electrical Engineering, or Applicable Technical Discipline
Years of Experience: 8 – 10 Years
Type of Position: Direct Hire
Location: Cincinnati, OH Area
Salary Range: \$65K - \$75K + Potential Bonus (3% - 5% Based on Sales Volume)
Travel Required: 25% - 40%

IMMEDIATE NEED in the Cincinnati, OH area in an Out Sourced Engineering company for a Sales Engineer who has a bachelor's degree in Mechanical or Electrical Engineering or a related Technical Discipline and 8 – 10 years work experience. An Engineer with a Sales & Customer Service mentality or an Engineer who wants to expand his / her expertise is what is needed in this position. The customer base ranges from consumer products companies to Tier 1 and Tier 2 Automotive Industry suppliers. A company vehicle may be available along with some relocation assistance.

The client has an excellent benefit package that includes paid medical and dental insurance for employees and their dependants, life insurance for employees and dependants, long and short-term disability insurance, vacation and holiday pay, tuition reimbursement, a flexible spending account plan for medical and child-care expenses, & a 401(K) plan with a company match.

The **MUST HAVE** items for this position are:

- Bachelor's degree in Mechanical Engineering, Electrical Engineering, or Applicable Technical Discipline
- 7 – 10 Years Work experience
- Strong Engineering Design expertise (idea generation through product launch)
- High level of customer facing experience & focus
- Expertise in client management (developing & managing client relationships, managing expectations)
- Knowledge of engineering & product development tools

PLUSSES in this position are:

- Verifiable track record of working in a “fast paced” consulting environment where change is a constant
- Experience using AutoCAD

Reporting to the Manager of Product Development Services the **RESPONSIBILITIES** include but are not limited to:

- Business Development and Client Management selling expertise in engineering & innovation services
- Product design
- Management of client projects (proposals, budgets, schedules, deliverables, cost estimates)
- Strategic planning and tactical implementation of sales plans

KEY WORDS: Mechanical Engineer, Electrical Engineer, AutoCAD, Mechanical Design, Electrical Design, out sourced engineering service, sales engineer, new product development, new business development, industrial sales,

If you meet these requirements and wish to be considered for this position, send your résumé to us using Word 97 -2003 at Resumes@PinnaclePlacementGroup.com mentioning the **Job ID** and the **Job Title** in the subject line of your email. **In your email please provide us a short narrative detailing your experience and expertise as it applies to this position.**