

Job ID: RK101012A
Job Title: Technical Sales Manager
Degree Requirements: Bachelor's Degree, Engineering Discipline
Years of Experience: 5
Type of Position: Direct Hire
Location: Northern Los Angeles County
Travel Required: 25%

Our Client has an **IMMEDIATE** opening for a Technical Sales Manager who has a Bachelor's degree in an Engineering Discipline and a minimum of 5 years work experience in end user and / or support industries (Refining, Chemical, Petrochemical industries) as well as engineering / business development / product management experience. Relocation assistance is budgeted.

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

- * Bachelor's Degree in an Engineering Discipline
- * 5 years work experience in end user and / or support industries (Refining, Chemical, Petrochemical industries)
- * 5 years work experience in an engineering / business development / product management role
- * Ability to travel 25% (includes overnight)
- * Strong communication skills
- * Fluency in English (written & oral)
- * Knowledge of SAP
- * Knowledge of MS Office Suite

PLUSSES in this position are:

- * Advanced degree (Engineering or Business)
- * Sales experience selling in an industrial organization

The **RESPONSIBILITIES** of this position include but are not limited to:

- * Work with production sites to drive sales of various product groupings (rolls, sheets, powder, gasketed, tape)
- * Support export licensing maintaining control
- * Sales planning & execution
- * New business identification & development
- * Develop pricing strategies
- * Review, monitor, & maintain Contribution Margin for each customer by product line
- * Provide monthly reports summarizing sales & development activities
- * Transfer customer needs into technical specs ensuring technical feasibility
- * Identify new product opportunities (ideas, modifications, adoptions)

If you meet these requirements and wish to be considered for this position, send your résumé to us in a Word document at Resumes@PinnaclePlacementGroup.com mentioning the **Job ID** and the **Job Title** in the subject line of your email.

In your email or cover letter, please provide us a short narrative detailing your experience and expertise as it applies to this position. Also, please provide us with your MINIMUM salary requirements.

KEY WORDS: Sales, Engineer, Graphite, Foil, Rolls, Sheets, Powder, Gaskets, Tape, Product Manager, Export, Licensing, Refining, Chemical, Petrochemical, Los Angeles, Southern California, SAP