

**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](mailto: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