

JOB DESCRIPTION

Job Title: Senior Sales Engineer

Department: HTI Technologies Engineering/Commercial Group

Reports to: VP Engineering and New Business Development - HTI

JOB PURPOSE

The Senior Sales Engineer plays a critical role within HTI Technologies. This position is responsible for creating new customer relationships and programs within our current customer base but focused in new segment categories. The primary function of this role is to ensure HTI solutions are the first choice for our customers' targeted programs/projects. Success in this role requires a professional who excels at the following:

- Engage with customer product design / development and sourcing teams to build awareness and confidence in HTI solutions
- Develop new customers and new markets matched with HTI's mechatronics capabilities
- Develop / penetrate / create new opportunities within our current customer base, but in new segment categories
- Take ownership of accounts and be on top of issues facing our customers, their business value to HTI and the competitive environment
- Understand HTI customers' decision-making process & key players and be able to influence both to win business
- Sell and service large accounts
- Create new opportunities and accounts for HTI
- Partner with HTI's internal stakeholders as the ambassador for our customers
- Manage, track and report on business opportunities
- Stay current on engineering and commercial changes as they impact existing and future revenues
- Employ business acumen to ensure HTI's resources are being invested wisely as they relate to customer opportunities

JOB RESPONSIBILITY SUMMARY

- Execute product sales strategies and plans via internal collaboration and customer relationship management
- Build relationships with customers and obtain information on their market trends, value points, and satisfaction of HTI service
- Spend time at customer sites developing relationships with various levels and disciplines; enact HTI's priorities and negotiate effectively
- Apply financial analysis for difficult business choices / projects and prepare various options considering short- and long-term effects
- Translate Voice of the Customer (VOC) input into HTI technology road maps, engineering changes, and/or new development efforts
- Recommend and provide justification of new products developed for growth with current markets and/or new near neighbor markets
- Establish Discovery Driven Planning (DDP) process inputs (program success statement, volume detail, costs, competition, market trends, benchmarking, critical assumptions,) and manage/track changes throughout the year

- Coordinate key program milestone events and Sales Forecast and Actuals data for accurate planning and effective decision-making.
- Comply with all safety policies, practices, and procedures; report all unsafe activity to supervisor or Human Resources
- Perform other duties as assigned

REQUIRED KNOWLEDGE, SKILLS, & ABILITIES

Education/ Licensure/ Credentials

Required: Bachelor's degree in Engineering or demonstrated successful experience in technical sales

Preferred: MBA degree

Experience

Required: 8 years' experience in sales engineering of electromechanical products

Preferred: 10 years' experience in sales engineering of electro-mechanical products in the appliance industry

Special Knowledge/ Skills

Required:

- Excellent written, verbal communication, and listening skills as well as negotiation and problem solving ability
- Strong electro-mechanical aptitude, understanding of complex motion systems, & able to apply knowledge/skills to advance HTI products as solutions to customer's needs
- Excellent MS Office skillset – Word, Excel, and PowerPoint
- Eligible to work in the United States without sponsorship

Preferred:

- Able to discern major issues from background noise
- Strong analytical, financial, and reasoning skills. Understands current business financial measurement tools. Able to quickly analyze and conclude on complex data and risks
- Commercially aware regarding market, products, business capability, and services
- Strategic thinker on markets, products, and projects
- Excellent time management, organizational, problem solving & decision making skills

Physical Demands

Required:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations can be made to enable individuals with disabilities to perform the essential functions.

- Standing, walking, and sitting for a majority of the time
- Use of hands and arms to touch, lift, and reach, etc.
- Typing for portion of time
- Lifting and/or exerting up to 10 lbs. of weight/force constantly; lifting and/or exerting up to 20lbs. frequently; and lifting and/or exerting up to 50 lbs. of weight /force occasionally
- Adapt to various travel schedules and different time zones
- Travel by car or airplane required approximately 50-75% of time

This job description supersedes all previous job descriptions. The job description is intended to be a tool to describe the primary purpose of the job and the KEY duties and responsibilities. The job description is not to be construed as an exhaustive list of all duties and responsibilities required. Management has the right to add to or change the job responsibilities at any time. All personnel may be required to perform duties outside their normal responsibilities from time to time, as needed.