

**Job Title: Sales Engineer – Machine Tool (MM)**

**Location: Remote and on site**

**Department: Machine Tool (MM)**

**Reports to: Territory Sales Leader**

**Classifications: Exempt**

**About the Role:**

We are looking for a driven sales professional with a passion for technical solutions and customer success. Join our dynamic team as a Sales Engineer and play a key role in expanding our footprint in the machine tool industry. You'll be the face of our company in your territory. You will build relationships, deliver value-driven presentations, and close deals that help our customers thrive.

**Key Responsibilities:**

- **Business Development:** Identify and pursue new sales opportunities through outreach, marketing, and in-person visits.
- **Technical Sales Presentations:** Communicate the value of our machine tools, automation, accessories, and services to customers.
- **Sales forecasting & Quotation Management:** Provide accurate forecasts and generate detailed, timely quotes.
- **CRM Management:** Maintain up-to-date records of customer interactions using Salesforce.
- **Product Expertise:** Continuously grow your knowledge of our offerings to support sales efforts effectively.
- **Sales Strategy Execution:** Apply pricing, negotiation, and competitive analysis strategies to close deals.
- **Collaboration:** Work closely with engineering and technical teams to meet customer needs.
- **Reporting:** Submit sales activity and expense reports in a timely manner.
- **Trade Shows & Training:** Represent the company at trade shows and participate in training at customers' locations.

**What you Bring:**

- Associate degree in Business, Marketing or equivalent experience.
- 2-4 years of sales and marketing experience, preferably in a technical or industrial setting.

- Engineering knowledge or experience is a plus.
- Strong communication, negotiation, and strategic planning skills.
- Ability to work independently and collaboratively in a fast-paced environment.

**Work Environment & Physical Requirements:**

- Office and customer site environments. Will have varying noise levels.
- Frequent travel by car within the territory; occasional travel by air required.
- Ability to lift 50 lbs. occasionally.
- Must be able to read and interpret printed and digital data.

**Why would you want to work for us?**

- Competitive pay
- Great insurance options with low premiums
- Paid vacation and holidays
- 401k with company match
- Extensive on-the-job training

**Does this sound like the job for you? Email [jobs@marukausa.com](mailto:jobs@marukausa.com) to get in touch.**

*These job functions and skills are not intended to be a complete and exhaustive list of all responsibilities, duties, and skill required. Maruka USA is an equal opportunity employer, and all qualified applicants will receive consideration for employment.*