

Sales Engineer Injection Molding (MI)

Department: Injection Molding Sales

Reports To: Sales Manager

FLSA Status: Full-Time, Exempt

Location: Kansas, Missouri, Nebraska & Iowa Territory

Position Summary

Maruka USA is a leading provider of advanced injection molding machinery and manufacturing solutions. We represent TOYO all-electric injection molding machines and FCS servo-hydraulic injection molding machines. We are seeking a motivated, relationship-driven Sales Engineer to manage and grow our Midwest territory. This role is responsible for developing new business, supporting existing customers, identifying equipment opportunities, and serving as a trusted technical and commercial resource throughout the territory.

Territory

Kansas, Missouri, Nebraska, and Iowa. The Sales Engineer will be responsible for developing new business, supporting existing customers, identifying equipment opportunities, and serving as a trusted technical and commercial resource throughout the territory.

Key Responsibilities

- Develop and grow sales of TOYO and FCS injection molding machinery throughout Kansas, Missouri, Nebraska, and Iowa.
- Build and maintain strong relationships with plastics processors, molders, manufacturers, engineers, and key decision-makers.
- Identify new business opportunities and generate equipment sales leads.
- Conduct customer visits, equipment presentations, technical discussions, and sales demonstrations.
- Recommend machinery solutions that support productivity, quality, efficiency, and long-term growth.
- Prepare and present quotations, proposals, and ROI opportunities.
- Manage opportunities from initial contact through installation and follow-up.
- Collaborate with sales, engineering, service, applications, and leadership teams.
- Maintain accurate sales activity and forecasts.
- Represent Maruka USA at industry events and trade shows.
- Travel throughout the assigned territory as needed.

Qualifications

- 2+ years of professional sales experience required.
- Sales experience within the plastics industry is strongly preferred.
- Experience with injection molding machinery or manufacturing technology is a plus.
- Strong relationship-building, communication, presentation, and negotiation skills.
- Ability to understand technical manufacturing applications.
- Self-motivated and organized.
- Strong problem-solving and customer-service mindset.
- Proficiency with Microsoft Office and CRM systems.
- Valid driver's license and willingness to travel.

Compensation & Benefits

- Salary negotiated based on experience
- Uncapped commission structure
- Competitive benefits package
- Paid time off and company holidays
- Professional training and ongoing product development
- Long-term career growth opportunity

Why Join Us?

At Maruka USA, we value relationships, teamwork, communication, accountability, and employee development. This is an opportunity to represent industry-leading machinery while building a rewarding career with uncapped earning potential and strong organizational support.