



Sales Engineer

Maruka USA has immediate openings for Sales engineer positions for our Upper Midwest Region (MN, ND, SD, IA, NB). Candidates for these positions would be responsible for the promotion and sales of Maruka U.S.A. MM Division Products. We are looking for experienced sales engineers who are capable taking a solutions-based approach in satisfying the needs of our customers.

Brands available to sell are, Nakamura, Fanuc Robo Drill, OKK, Kiwa, and Yasda machine tools. In addition to these machine tools we offer automated solutions, fixturing, special machine builds and other various engineering services offered through our automation group Industrial Tool.

More specific job responsibilities would include the following:

- a. Make direct and telemarketing sales calls in an assigned territory and or customer list
- b. Develop relationships with new customers in order to sell products we offer
- c. Maintain and develop new business with our existing customer base
- d. Complete sales forecast reports weekly, quarterly and annually at the direction of the manager.
- e. Attain a thorough working knowledge of Maruka's products for the purpose of selling those products and equipment in your territory.
- f. Generate quotes and proposals for projects
- g. Develop and maintain a Maruka U.S.A. corporate customer database
- h. Attain a working knowledge of commercial sales protocols & strategies with regard to pricing, negotiations, discounts and competition strategies to close sales.
- i. Provide effective direct communication to the sales manager with regards to sales activities.
- j. Maintain a professional code of conduct, performance, integrity and sincerity, to establish customer value.