

JOB OPPORTUNITIES

Sales Engineer

Outline and Job Requirements:

Bring EPS solutions to packaging and material handling clients. Identify applications, create concepts and design with help from support staff, present proposal, and close sale. Follow-up through installation and start-up. The goal of your service is to improve your clients' competitive stance in their markets by providing the best conveying, packaging, and material handling solutions in the industry.

Performance Objectives:

- Develop strong relationships with clients
- Identify project opportunities working with our database and your initiative
- Provide inspired solutions for projects identified
- Understand systems engineering design and implementation
- Maintain effective relationships with manufacturers
- Pursue the most effective designs for all applications
- Use the highest integrity when considering customer needs
- Always consider the best interest of EPS and client
- Communicate with other EPS members effectively
- Attend monthly sales meetings and other scheduled meetings on time
- Process project documents in accurate and timely fashion

Skill Sets:

- Strong communication skills
- Mechanical aptitude
- Work as a team with other salespersons and engineering
- Continuously study the industry
- Maintain a consistently positive attitude
- Enjoy your work and be enthusiastic
- Effective management of multiple tasks
- Quality documentation of all projects
- Provide dependable transportation for frequent travel in 150 mile radius of O'Hare

Qualifications:

- Bachelors degree in engineering discipline or equivalent experience
- Minimum 5 years experience in conveying, packaging, or material handling industry
- Minimum 5 years technical sales experience
- Basic AutoCAD proficiency
- Automation and controls experience a plus
- Word and Excel proficiency
- Willingness to travel frequently in 150 mile radius of office (Addison, IL)
- Occasional overnight travel, home most evenings

If you are interested in this job opportunity, call 630.495.7600 ext. 250, or email hr@engpaksol.com for information.