



**Position:** Jr. Global Sales Applications Engineer

**Reports To:** International Sales Manager

**Collaborates With:** Sales team, Engineering, Inbound Marketing, Customer Service & Production

**Objective:** This position is a junior level outside sales role, with direct responsibility for selling industrial ceramics into new and existing markets nationally and internationally in industries including Oil & Gas, Mining, Aquaculture, Chemical Processing, Food & Beverage and Water Filtration.

Responsibilities	Measurable Results
<p>Prospecting: Consistently find new opportunities, new customers, industries and markets.</p>	<ul style="list-style-type: none"> <li>• Support &amp; execute the assigned sales plan in existing customer base, and in assigned competitively-held accounts, to meet defined territory financial goals.</li> <li>• Developing a qualified pipeline of 3X of annual sales objectives.</li> <li>• Working with the correct decision makers, where there is a business problem to solve and there is an implication to not solving the problem.</li> <li>• Identifying new markets &amp; industries to support the overall growth initiatives of the business.</li> <li>• Maintaining and managing existing assigned customers to identify cross-sell and upsell opportunities to expand presence in accounts higher and wider.</li> </ul>
<p>Qualification: Ensure all pipeline opportunities meet minimal qualifications.</p>	<ul style="list-style-type: none"> <li>• Qualifications are assessing need, timing, budget, capabilities match and implementation schedule.</li> <li>• Educate customers about Refractron's ceramics and capabilities. Teaching and training customer's is a vital part of the sales process since sales can come from the replacement of other materials.</li> <li>• Work closely with current and prospective customers to understand business needs and recommend continuous improvement and innovation plans that will maintain and grow sales within assigned territory.</li> </ul>
<p>Presenting: Effectively present a business driven proposal as needed to convince the business level, user level and financial level decision makers why this solutions should be purchased now and not from your competitors.</p>	<ul style="list-style-type: none"> <li>• Present the business case that aligns to customer needs as defined during the qualification phase.</li> <li>• Describe the solution in alignment to business and technical needs.</li> <li>• Align scope, schedule and cost.</li> </ul>



	<ul style="list-style-type: none"> <li>• Effectively position unique qualifications and corporate over view.</li> <li>• Provide technical support to customers; identifying and resolving customer challenges, escalating as required.</li> <li>• Develop strong relationships with key stakeholders in current and prospective customers, including plant or facility executives.</li> </ul>
<p>Close sales timely in enough volume to meet annual business objectives.</p>	<ul style="list-style-type: none"> <li>• Winning sales to meet and exceed new revenue objective</li> <li>• Develop value based pricing strategies for individual accounts and/or markets with guidance from the International Sales Manager.</li> <li>• Develop sales presentations that will further support the closing of new &amp; existing opportunities.</li> </ul>
<p>Provides general support to the International Sales Manager</p>	<ul style="list-style-type: none"> <li>• Works closely with the International Sales Manager and Engineering Team.</li> <li>• Support growth initiatives of current projects and pipeline opportunities of the global business segment.</li> <li>• Provides support for International Market Research and business segment development for fast growing Porous Ceramic opportunities.</li> </ul>

Seniority Level  
Entry-Junior level

Industry  
Industrial Ceramics, Water, Oil & Gas

Employment Type  
Full-time

Job Functions  
Sales Engineer/International Sales

**Basic Qualifications:**

- Bachelor's Degree (Accredited University)
- 0+ years of successful technical sales, sales engineering, engineering or field sales support experience
- Open to learning a technical product line in a fast paced working environment.
- 50% overnight travel required to support sales territory, Domestic & International.
- Must have a valid Driver's License and acceptable Motor Vehicle Record
- No immigration sponsorship offered for this role

**Preferred Qualifications:**

- Bachelor's degree in, Business Management, International Business, Marketing, Engineering (Chemical, Mechanical, Industrial), or International Relations.
- 1-2+ years of successful technical sales, sales engineering, engineering or field sales support experience.
- Water or specialty technical industry experience a plus.
- High computer application literacy (including Microsoft Office Suite, and ability to learn internal business systems).
- History of working in a field that required autonomy and self-motivation.
- Bi-Lingual speaking abilities.
- Prior experience that required excellent communication skills.
- Prior experience that required excellent organizational skills.
- Account leadership experience that includes calling on multi-level plant or facilities management to accomplish company goals.
- Prior experience that demonstrates a strong work ethic and ability to multi-task.
- Self-starter and quick learner.

**Key Words: Engineering, Ceramics, Sales, Sales Engineer, Chemical Engineering, Sales and Chemicals, Engineering jobs, International Sales, Sales Engineering jobs, Sales and technical**

[www.refractron.com](http://www.refractron.com)

**Further Details to be communicated:**

**START DATE: 7/1/2017**

**CONTACT: Adam P. Crandall (International Sales Manager)**

**LOCATION: finger lakes Region (NY)**