

**Job Title:**

Technical Sales Representative

**Position Overview:**

As a Technical Sales Representative, you will support our spare press parts and machine modernization businesses. This role is responsible for identifying new customer sales, current customer needs, recommending appropriate spare parts solutions, and developing and maintaining strong client relationships. The ideal candidate will have a solid understanding of mechanical press systems or similar experience/understanding of custom machinery in automotive, defense or food industry and be comfortable traveling to customer locations as needed.

**Position Reports To:**

Sales Manager

**Specific Duties:**

- 1 Develop and maintain relationships with existing and prospective customers in the United States
- 2 Provide technical expertise and guidance on spare press parts, including identification, comparability, and performance
- 3 Conduct onsite visits to assess customer needs and recommend solutions
- 4 Collaborate with support departments to ensure accurate quoting and delivery timelines
- 5 Analyze and interpret market data to approach sales leads
- 6 Play an active role in shaping decisions related to campaign development and sales strategies
- 7 Negotiate pricing terms and conditions in alignment with company policies
- 8 Maintain records and submit regular sales activity reports
- 9 Attend industry events, trade shows, and customer meetings to promote products and services
- 10 Stay current on product updates, industry trends, and competitor offerings

**Experience, Skills, Education Required:**

1. 3+ years of experience in technical sales, preferably in industrial or manufacturing environment
2. Strong knowledge of mechanical press systems and spare parts including OEM and non-OEM components
3. Knowledge of specialized machines for automotive, food or defense industry is a plus
4. Used to conduct technical sales with a “consultant” approach
5. Excellent communication and interpersonal skills
6. Familiarity with CAD drawings and blueprints/ assembly drawings
7. Flexibility to travel as needed

