



Sales Engineer – Tooling & Accessories

What is a Sales Engineer?

A sales engineer is part of the sales team reporting to the Tooling & Accessories Sales manager. They work to build and maintain relationships with Allendale Machinery Systems' customer base within their assigned territory to sell cutting tools, workholding, and related machine tool accessories.

Job Responsibilities of a Sales Engineer

- Maintain strong, collaborative relationships with all Allendale Machinery Systems departments
- Develop and maintain customer relationships and ensure customer satisfaction
- Helps to reach or exceed company sales goals
- Engage customers in sales calls using a mix of in person visits and digital means of communication
- Identify and customer needs and present solutions
- Generate and close sales opportunities
- Maintains a thorough knowledge of both company products and services and those of our competitors
- Develops and maintains a strong working knowledge of the machine tool industry through both company sponsored and individual training
- Perform customer regular satisfaction evaluations
- Facilitate on-going communication of sales process and logistics between Allendale Machinery Systems and customers to ensure optimal satisfaction

Qualifications and Competencies

- Bachelor's Degree (B.S) (preferred) in engineering or business field or equivalent from four year college or technical school
- Two or more years sales experience, preferably in industrial or capital equipment sales
- Strong mechanical and technical aptitude
- Excellent interpersonal skills, such as collaboration, listening, respect and work ethic, which lead to lasting and trusting relationships with team members and customers
- Strong project and time management skills
- Ability to set goals and meet them
- Strong verbal and written communication skills
- Able to use Microsoft products and CRM software confidently

This job description in no way states or implies that these are the only duties to be performed by an employee occupying this position. Employees may be required to perform other related duties as assigned, to ensure workload coverage. Employees are required to follow any other job-related instructions and to perform any other job-related duties requested by their supervisor. This job description does NOT constitute an employment agreement between the employer and employee and is subject to change by the employer as the organizational needs and requirements of the job change.

Allendale Machinery Systems, Inc. is an EO Employer-M/F/V/D. All qualified applicants will receive consideration for employment without regard to race, religion, sex, national origin, disability, protected veteran status, sexual orientation, gender identity, or any other protected class.

Job Title: Sales Engineer – Tooling & Accessories
Business Unit: Sales
Reports to: Tooling & Accessories Sales Manager

Location: Long Island, NY
FLSA Status: ☒ Exempt ☐ Non-Exempt
Supervises: N/A