

## Sales Engineer

KHS is a subsidiary of Salzgitter AG. As one of the world's leading manufacturers of filling and packaging systems for beverages and liquid food we are a world-class player. Our customers have trusted in our passionate pioneering spirit and first-class technologies for over 150 years. However, we can only remain world class if we continue to find new employees who make just as high demands of themselves and the quality of their work as our customers make of us at KHS. Are you one of them?

**Location:** Waukesha | Wisconsin | USA

### Your Tasks

- The Sales Engineer's(SEI) primary responsibility is to support field sales personnel with machine quotations and other commercial information for KHS packaging equipment. The SE supports the sales process with technical expertise.
- Reviews Requests for Quotes (RFQs) from Sales personnel or customers; analyzes and evaluates customer's technical and commercial requirements.
- Specifies the proper machine, components and technology for customer's application; establishes a pricing structure for the project; accesses information from a variety of sources for costs; proposes solutions that will meet technical and commercial requirements; interfaces with Sales and the customer in clarifying technical scope.
- Prepares quotations/proposals/layouts for packaging systems including equipment and/or services utilizing KHS' quoting processes, procedures and tools; ensures the quotes are compliant with standards and all customer requirements have been met; processes project orders
- Oversees order confirmation and risk review; gathers technical information that is missing from the RFQ and incorporates into the quotation; serves as quotation guardian for product specialty; follows ISO procedures for sales activity.
- Reviews and assesses 3rd party quotations and technical information for compliance as required per the application.
- Prepares cost estimates for project impact on customer's line; explains technical functions of machinery and components; articulates competitive advantages of KHS line compared to competitor's machines.
- Tracks and analyzes proposal and sales order activity of the product line for management needs. Supports and may participate in sales process including sales calls, presentations and qualification of customers; may attend trade shows and conferences as directed by management.

### Your Qualifications

- This position requires up to 10% travel by public transportation including airlines. A valid passport and drivers' license are required. Bachelor's Degree in Marketing, Business or Engineering; more than 3 years related experience in engineering or sales of packaging machines.
- Ability to read and interpret documents in English such as safety rules, operating and maintenance instructions, and procedure manuals; ability to write routine reports and correspondence; ability to speak effectively before groups of customers or employees.
- Mathematical Skills including ability to calculate figures and amounts such as discounts, interest, commissions, proportions, percentages, area, circumference, and volume; ability to apply concepts of basic algebra and geometry
- Mastery of Microsoft Office and knowledge of MS Project; ability to read, interpret and utilize AutoCAD, Solid Works, Pro E and other software program drawings and learn ERP software.

## Benefits

- Join a great team in Waukesha, Wisconsin
- Medical, Dental, Vision insurance
- Company sponsored Life and Disability Insurance
- 401K with Company Match

In order to ensure our success in the future, too, we need first-class employees – and we also have plenty to offer them.

## Kontakt:

KHS USA Inc.

HR Manager

Stacy Alan

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Weitere Stellenangebote des Salzgitter-Konzerns: [www.salzgitter-ag.com/personal](http://www.salzgitter-ag.com/personal)

**Job-ID 4429**

