

TENSILITY

Technical Sales

Date: March 14, 2021

Summary: Sales at Tensility is the first and last point of contact with customers. Sales people do not sell in a traditional, high-pressure manner; they are instead the ambassadors for the customers who help, guide, facilitate, and bring customer projects to completion from the initial inquiry through the manufacturing and logistics processes. A technical background is important because Tensility's primary customer target is the design engineer, who is highly proficient in either electrical or mechanical engineering. A person who works in sales at Tensility is able to engage our customers on their level, as well as promote the Tensility brand.

This is not a commission-based sales position.

Tasks include:

1. Sales
 - a. Present and sell company products and services to current and potential clients. Follow up on new leads and referrals. Identify and resolve client issues.
 - b. Prepare quotes with consideration to margins, shipping costs, and other factors.
 - c. Prepare presentations, proposals and sales contracts.
 - d. Prepare a variety of status reports, including activity, closings, follow-up, and adherence to goals.
 - e. Work with vendors to provide appropriate customer solutions, including product & logistics.
 - f. Coordinate shipping schedules.
 - g. Explain and translate customer needs to vendors.
 - h. Present technical information to customers in a professional, polished manner.
 - i. Evaluate and approve specifications and samples.
 - j. Follow-up for collection of payment if necessary.
 - k. Work with and/or develop reps in territory, as warranted.
2. Research & projects
 - a. Participate in project and/or research planning with management.
 - b. Responsible for forming an opinion and contributing to decision making of group.
3. Data
 - a. Actively maintain complete customer records in accordance with quality system.
 - b. Mine data in ERP system to generate new leads.
4. Other: Employee may at time be asked to participate in other activities and functions that contribute to the company as a whole, including preparing shipments, marketing activities, or special projects.

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Other activities which may be special skills of employee and become part of permanent job description.

Knowledge and Skills Requirements

- Bachelor's degree required. Technical background or degree preferred.
- Advanced reading, writing, and arithmetic skills required. Ability to create, compose, and edit written materials.
- Strong interpersonal and communication skills.
- Ability to develop and deliver presentations.
- Ability to learn, understand, and explain technical material.
- Detail-oriented.
- Able to work in a team atmosphere as well as do independent work.
- Ability to work in an entrepreneurial and changing environment.
- Desire to learn and push personal limitations.

Working Conditions

Working conditions are normal for a professional office environment. Some domestic and international travel may be required.