

Job Description: Sales Engineer - Mexico

Date: May 23, 2023

Job site: Bucerías, Nayarit, Mexico. This is not a remote-work position.

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.

Not a commission-based sales position.

Tasks include:

1. Sales
 - a. 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. Explain and translate customer needs to vendors.
 - g. Present technical information to customers in a professional, polished manner.
 - h. Evaluate and approve specifications and samples.
2. Data
 - a. Actively maintain complete customer records in accordance with quality system.
 - b. Mine data in ERP system to generate new leads.
3. Other: Employee may at time be asked to participate in other activities and functions that contribute to the company as a whole, including:
 - a. Answer phones
 - b. Preparing shipments
 - c. Participate in project and/or research planning with management.
 - d. Responsible for forming an opinion and contributing to decision making of group.

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

Knowledge and Skills Requirements

College degree in engineering or a business degree and interest in/knowledge of electronics.

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Languages: Advanced English writing and speaking and Spanish. Work will be executed in English primarily.

Experience: 0-3 years

Software

- Common office software including Word, Excel, Power Point, Outlook, etc.
- Will need to know or learn SAP Business One
- Solidworks knowledge a benefit

Other:

- 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.