

Sales Engineer

We are looking for a hardworking, talented Chemical Engineer to lead the sales cycle for multi-million dollar chemical process systems, from qualified inquiry through purchase order acceptance. Working together with an experienced sales group, process engineers and project managers, this position represents a substantial opportunity for development and responsibility in a well-established and growing company.

Essential Duties & Responsibilities:

- Educate prospective customers about Koch Modular products and services.
- Work with Process Group and customer to develop process designs and scope of supply for prospective applications.
- Generate cost estimates.
- Write technical/commercial proposals.
- Review customer specifications.
- Develop customer relationship (trust in Koch Modular capabilities/quality/reputation) throughout sales process.
- Present technical and commercial aspects of proposal to customer.
- Transfer sold projects to internal project team and provide support as necessary throughout lifespan of the project.
- Participate in marketing development activities.

Requirements & Qualifications:

- At least 3 to 5 years' experience in process design, project management or sales in related Chemical industries.
- BS in Chemical Engineering is required.
- Good knowledge of technical sales preferred.
- Must be able to maintain confidentiality, have integrity and be able to meet ethical standards.
- Requires an energetic, confident, individual that is a solid communicator verbally and in writing; must possess excellent interpersonal and presentation skills.
- Ability to plan, multi-task, organize and negotiate is essential, and has customer focus and the ability to dynamically problem solve and think out-of-the-box.

To apply for this position, please submit your resume to the attention of the Human Resources Department at: careers@modularprocess.com

KMPS is an Equal Opportunity Employer that recognizes the value of a diverse workforce