



Worksite Location: Sprimag Inc. 9965 Cincinnati-Dayton Road, West Chester, OH 45069 USA

Job Opportunity – Sales Engineer with Sprimag Automated Coating Systems

Do you have experience selling automated machines? Do you have a passion for problem solving and innovation? Do you thrive off of finding new business in key strategic markets? If so, we want to speak with you about our position.

Since 1925 Sprimag has enjoyed a leading position for automated coating solutions. Sprimag designs and manufactures units for functional and decorative coating of mass-produced parts as well as for internal coating of metal packaging such as tubes, cans and beverage bottles. Coating units from Sprimag are well proven and are often considered as benchmarks in terms of quality, precision and reliability.

Sprimag is looking for a Sales Engineer experienced in the consultative selling of automated, industrial machine solutions. This successful candidate will have a passion for solving customer problems, hunting for new business, and working collaboratively between customers and internal technical teams to ensure that Sprimag is able to meet customer's requirements – flexibly and cost-efficiently – while ensuring best quality.

Some additional responsibilities of this position include:

- Collaborating with customer engineering teams to define and develop winning results that meet requirements on performance, quality, delivery terms, and pricing.
- Hunting for and developing business in new key strategic markets while simultaneously producing deeper penetration into existing markets.
- Championing business model by living core values of customer care and innovation.
- Preparing proposals for the customer.
- Maintaining awareness of market conditions and competitor's products and pricing.

The ideal candidate will be a high-energy self-starter, with the ability to work seamlessly with team members of all departments and levels. **Other requirements of this position include:**

- Bachelor's degree in Engineering.
- 8-10 years of experience selling multi-million-dollar, automated machine solutions, preferably paint finishing systems.
- Prior experience with automation, robotics, and a strong mechanical background.
- Prior experience in the automotive or food and beverage industries, preferred.
- Ability to travel – U.S., Europe, and Mexico, approximately 50% of time.
- Strong project management experience.
- Past experience working within a cross functional business team environment.
- Ability to attend and present at trade shows and other industry events.
- Strong interpersonal skills to communicate with internal and external customers and to deliver written quotes and instructions.

Are you ready to join a strong team committed to consistent quality, working together, and creating innovation to exceed our clients' high standards? Apply online today! Be part of our future! Send your Email resume to careers@sprimag.com

EEO/M/F/D/V. No third-party applications please.

