



## **Sales Engineer (USA)**

Lattimer is a multi-national design and manufacturing company focusing on the glass container manufacturing industry. Parts are manufactured to industry standards or are designed to suit individual customer needs. New products are constantly being introduced to further improve container productivity and quality.

As a Sales Engineer you will meet with customers to analyze and assess their requirements. You'll then present proposals that meet their needs, possibly presenting new alternatives. Communications with our engineering department will be critical in ensuring that proposed solutions are feasible and address the issues being faced by the customer.

### **The role and responsibilities of the Sales Engineer include:**

- Establish and cultivate a strong working relationship with customers
- Provide technical support to customers using co-workers as support
- Prepare and present pricing and quotations
- Gather information on competitors and report findings
- Assist in resolving invoicing and collection issues
- Visit customer facilities to see firsthand their needs and present samples for testing
- Report on customer visits and results from sample testing

### **Ideal candidates for this role will have the following:**

- Bachelor's degree in business, engineering or a related technical field plus five years of related experience
- A history of showing a high level of customer service and business development
- Ability to build professional relationships and present technical solutions.
- Demonstrated ability to analyze the market, competition, external threats as well as opportunities.
- Persistent attitude with desire to overcome obstacles
- Working knowledge of Microsoft Office suite of products
- Ability to travel both domestically and internationally

Training will involve shadowing of current sales engineer to learn about our highly specialized customer base. Exposure to our production processes will also be part of the training process.

### **Besides a competitive salary, benefits include:**

- Nine paid holidays
- Paid time off (vacation, personal and sick leave)
- Medical insurance, with company paid deductible
- Dental insurance
- Life and the long-term disability (LTD)
- 401(k)

- Dollar for dollar company match to 3%
- 50% contribution from 3% to 5%
- Maximum possible company contribution rate of 4%
- Zero vesting period

**Please send your application to:**

Walt Martin, President Lattimer US, 3603 N. Mill Road, Vineland, NJ 08360, USA,  
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