



## **Are you a talented and motivated Engineer with a commercial / sales approach?**

## **And are you looking for an exciting role in an excellent company?**

Lattimer is an international design and manufacturing company focusing on the glass container manufacturing industry. With four factories in three countries – USA, UK and Germany – Lattimer is an industry leader in its high-value niche, and we're looking for a first-class Sales Engineer to join our US-based team.

Lattimer's parts are manufactured to exacting industry standards and designed to suit specific customer needs in very demanding operating conditions. New products are also introduced using a managed NPD process to further improve productivity, functional performance, reliability and quality.

A highly motivated, enthusiastic Sales Engineer is being sought to join our team, working with our customers to understand, analyze and assess their requirements. The Sales Engineer will then present proposals to meet their needs, recommending Lattimer's existing products or where necessary presenting new alternatives. Good communications with Lattimer's engineering team will be vital in developing strong technical and commercially viable solutions.

This exciting and rewarding role will include:

- Establishing and cultivating strong working relationships with customers
- Regular interaction with our highly capable, experienced engineering team
- The opportunity to provide excellent technical support to customers, with the support of extremely capable colleagues
- Preparation and presentation of customer proposals and quotations
- Researching and analyzing data and information on competitors and reporting findings
- Direct input to Lattimer's sales, market and product strategy planning
- Assisting in resolving invoicing and receivables / collection issues when required
- US-wide travel to visits customers' facilities to see first-hand their facilities and product opportunities
- Reporting on customer visits and results from product trials, sample testing etc.

Ideal candidates for this role will have the following:

- A degree or higher qualification in business, engineering or a related technical field
- A history and experience of customer service and/or business development
- Great communications and team skills
- The ability to build professional relationships and present technical solutions to qualified people

- Demonstrated ability to analyze the market, competition, and recognize opportunities as well as risks
- A resilient character and determination to win, with the personal motivation to overcome obstacles
- A good working knowledge of Microsoft Office suite of products
- The ability and willingness to travel both domestically and internationally, occasionally at short notice

Excellent in-house training will be provided, involving shadowing of the current Sales Engineer to learn about our highly specialized customer base, together with extensive product training. Exposure to our in-house manufacturing processes and facilities 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) with company match

Interested? We look forward to speaking with you.

Please send your resume together with an introductory letter to [sales@lattimer.com](mailto:sales@lattimer.com).