

Engineering Sales Manager

Endurica LLC (www.endurica.com) has an immediate opening for an Engineering Sales Manager. We are a growing, industry-leading engineering firm headquartered in Findlay, Ohio. The company develops and sells solutions for managing the durability of elastomeric products. Our physics-based solutions include computer-aided engineering software that numerically simulates fatigue life, materials characterization services, fatigue testing instruments, and project-oriented consulting services. Our software is distributed globally via both direct sales and through reseller partnerships. It is used by >50% of top automotive OEMs, rubber part suppliers, and raw materials suppliers.

The Engineering Sales Manager is responsible for finding, qualifying, developing, and closing direct sales. Also, you will:

- Establish and maintain client relationships
- Match client needs with our value proposition and solutions
- Attend trade shows and conferences
- Communicate persuasively through presentations and product demonstrations to prospects
- Administer and track software trial licenses
- Manage orders for testing instruments
- Generate quotations and negotiate sales
- Maintain and track sales funnel status via a CRM database with client and opportunity data
- Support development of new product and marketing initiatives
- Serve as client interface for consulting services projects

Requirements: An undergraduate degree in engineering or business with at least two years of technical sales experience is required. Strong communication skills, both written and oral. Must be proficient with Microsoft office tools. Sound judgement and good business sense. Ability to build trusting relationships with clients quickly.

Also helpful: Prior experience in the software, simulation, testing instrument, and / or the rubber market spaces. Familiarity with product development and OEM durability requirements.

To apply, send resume to wvmars@endurica.com.