



**ALLIANCE WINDING EQUIPMENT, INC.**

3939 Vanguard Drive – Fort Wayne, IN 46809 U.S.A.

Tel: +1.260.478.2200

**Position:** Sales Engineer

**Description:**

Technical Sales Engineer for a growing company that builds quality industrial production equipment for the electric motor and generator industry. Alliance Winding Equipment is a world leader in the field of specialty equipment and is heavily involved with the world's leading motor manufacturers. Alliance has multiple facilities around the world to provide custom automated solutions for a growing market. The custom solutions provide an opportunity to grow in knowledge and broaden the technology of current motor manufacturers. This opportunity exposes team members to the top motor manufacturing facilities in the world and comes with many opportunities to travel and make contacts with the top minds in the electric motor industry.

The Alliance team prides itself in accomplishing a common goal and working closely to provide a quality product. The company is family owned and treats the employees as such. Alliance is a successful company that has now been in business for 37 years. The potential for business and personal growth can be seen throughout and will allow many opportunities for loyal team members. The solutions and designs manufactured here are sought after by the top of the market which positions us as a quality supplier worldwide for many different industry sectors.

**Responsibilities:**

- Sales Territory – North America. Reporting directly to the Sales Manager
- Travel is predominantly US with the potential for foreign travel (Up to 25% of the time, or as needed)
- Travel will be expected in this position to be one of the faces of AWE, helping to grow relationships and drive sales.
- Sales calls, video conferencing, and face-to-face project meetings with customers
- Hands-on project experience with clients, techs, and engineers during the build phase and FAT sign-off.
- Organize and execute sales strategies for machines (Alliance/Joyal/Newtech), spare parts, and machine service.
- Maintain and grow relationships with existing and new potential customers.
- Maintain and manage a Key Account List of the existing and potential customers (Provided by AWE)
- Bring leads and opportunities for new machines, systems, tooling, and service.
- Track customer activity, quoting, pricing, and trip reports in the Alliance CRM Platform.
- Involved with customer projects from the initial visit, product specifications, RFQ details, proposal creation, negotiations, purchase orders, engineering handover meetings, runoff acceptance, and delivery of the project.
- Work with the sales manager and engineering to provide the best solution to the customer.
- Work with management to set goals for development and sales KPIs.
- Bi-weekly reporting with the sales group to discuss high-potential projects, projects won and projects lost.

**Qualifications:**

- Proficient in Microsoft Word, Excel, PowerPoint, Project, etc.
- Strong communication skills and relationship development skills
- Mechanical Aptitude
- Negotiation Skills
- Electric motor component dynamics and process knowledge preferred.
- CRM experience is a plus.
- Familiarity with CAD software is a plus.