



## Technical Sales Specialist

To be a successful technical sales specialist at Mars Mineral, your knowledge of bulk material processing, primarily our equipment as it relates to bulk material processing, is key in developing an excellent rapport with our existing customers and sourcing new clients. A successful technical sales specialist should be knowledgeable about competing products and should have the ability to break down technical terminology to non-technical clients.

### Responsibilities:

- Establishing the technical needs of the customer and suggesting appropriate products.
- Explaining complex technical information to customers in a way that is easily understandable.
- Work with marketing group to develop and implement sales/marketing plan.
- Work with the GM to determine machinery costs based on customer's need.
- Compiling proposals and reports related to technical products.
- Following up with customers and resolving any issues that may arise.
- Keeping customers informed about the status of their project.
- Work with the customer to get equipment shipped with proper documentation.
- Work with the customer to quote and schedule equipment start-up services.
- Ensuring that sales targets are consistently met.
- Reporting to management about sales made and possible future projects.
- Updating records of customer communications and contact information.

### Requirements:

- A bachelor's degree in IT, business, engineering, or a related field.
- A minimum of 5 years' experience in sales of capital equipment in the bulk material processing industry.
- A self-driven work ethic.
- Technical knowledge and a comprehensive understanding of how the company products work.
- Strong interpersonal and communication skills.
- The ability to identify and follow up on leads.
- Strong negotiating and problem-solving skills.
- Excellent presentation skills and a professional appearance.
- A valid driver's license, passport, and a willingness to travel to customer locations and participate in all aspects of trade shows.

**Job Type:** Full-time

**Pay:** \$78,000.00 - \$92,000.00 per year

### Benefits:

- 401(k)
- 401(k) matching
- Dental insurance
- 9/80 work schedule
- Health insurance
- Life insurance
- Paid time off
- Vision insurance
- Profit sharing program

### Schedule:

Monday to Friday

### Ability to Commute:

Mars, PA 16046: Relocate before starting work (Required)

**Work Location:** In person

If interested, please send resume and salary requirements to [info@marsmineral.com](mailto:info@marsmineral.com)