
Job Title: CRYOGENIC SALES ENGINEER – PHOENIX, AZ

SUMMARY: This home based position combines the use of solid sales skills with the principles of engineering to generate new and repeat customers in our Vacuum Jacketed Piping (VJP) business.

ESSENTIAL DUTIES AND RESPONSIBILITIES- include the following. Other duties may be assigned.

- Generate new business in a defined geography by selling products requiring technical expertise, presentations and exceptional support. This will require developing prospect list, identifying key contacts, and setting up appointments.
- Manage existing account relationships within the territory to position Acme for future growth opportunities.
- Assume additional role of project manager by working with customer from initial sale to completion of work.
- Represent the company at seminars, trade shows, etc. to convince prospective clients of desirability and practicability of products and services offered.
- Handle incoming and outgoing telephone calls regarding applications and engineering of cryogenic products, in an effort to convert them to sales.
- Review blueprints, drawings, plans and other customer documents and specifications; plans and modifies products and component configurations to meet customers' needs.
- Compile and provides quotations of pricing matrix including schedule and all take-off information regarding piping, valves and components.
- Provide written documentation of components with specifics as needed by customer.
- Ensure that all necessary Bills of Materials (BOM), drawings, and technical manuals are produced and maintained.
- Confirm approved drawings are converted to FAB drawings for each section of pipe assembly.
- Act as Project Manager in scheduling the coordination of various steps in servicing the customer and their projects including at times completing a hands-on site survey for detailed measuring of pipe routing.
- Maintain contact with customer though the sales cycle and builds and maintains long-term customer relationships.
- Coordinate technical services to clients relating to use, operation, and maintenance of equipment.
- Provide solutions to problems, conferring with various departments as needed such as sales, production, shipping, warehouse and/or outside vendors.
- Create and inputs detailed customer and sales data information into Excel and Access documents.
- Complete, maintain, process, and file all pertinent paperwork and records including Call Reports, CRM entries other reports as required by management.
- Gather information and industry feedback from potential customers to assist new product development that would meet customer needs; communicating with individuals or groups on all levels in a multitude of organizations.
- Ability to travel domestically by automobile or plane 50% of time as needs; handles own travel plans.

EDUCATION and/or EXPERIENCE REQUIREMENTS:

- Bachelor's degree in Engineering or a technical field (preferably BSME)
- Five years industrial experience (related experience designing and laying out piping systems)
- Experience with VJP a plus
- 3-5 years industrial sales experience
- Spatial intelligence (to conceptualize 3-D pipe routings into isometric drawings)
- Good verbal and written communication
- Self-motivated and competitive, with a strong desire to succeed
- Interest or knowledge in cryogenics a plus.

Send resumes to:
Acme Cryogenics, Inc.
Attention: Human Resources
2801 Mitchell Ave, Allentown, PA 18103
Fax: (610) 791-0640
Email: hr@acmecryo.com

"Acme Cryogenics is an Affirmative Action/Equal Employment Opportunity Employer" "Acme values the service Veterans and their family members have given to our country. Acme supports the hiring of returning Service Members and military spouses."