



AFTERMARKET SALES SPECIALIST

Guntert and Zimmerman is seeking an Aftermarket Sales Specialist with high growth potential. The role will provide technical solutions, product support, and assistance to contribute to the success of the Sales and Service Teams. The Aftermarket Sales Specialist will apply strong technical knowledge to provide creative and accurate solutions to customer's needs. This position will work autonomously, present technical solutions in a professional manner, have outstanding communication skills, be a problem solver with a sense of urgency.

Responsibilities:

- Promote aftermarket machine parts/kits/upgrades by analyzing customer's existing machinery, understanding technical information and utilizing technical knowledge to identify potential needs
- Identify and quote accurate parts and services to customers in a timely manner, at times utilizing creativity to investigate and recommend alternative solutions through clear understanding of technical issues and available options
- Use computer and ERP system to retrieve/research customer part information, availability and process order for procurement/manufacture and shipment, advising customer of status through frequent communication
- Develop strong customer relationships in a professional manner through solution-oriented communication and service

You do not have to be an engineer for this position, but your resume should include some of the following:

- Mechanical or Electrical engineering diploma, degree, or certificate or equivalent industrial, mechanical or electrical experience
- 2+ years demonstrated success in a pro-active technical sales role (industrial machinery sales experience in manufacturing environment preferred)
- Proven capability in identifying non-traditional solutions to technical issues utilizing analytical and problem-solving capability
- Must be a highly organized, professional communicator with a sense of urgency to solve customer issues
- Ability to read and understand mechanical drawings and mechanical and electrical bill of materials as well as ability to grasp basic technical aspects of machinery
- Excellent customer relationship building skills with strong interpersonal skills and ability to interact effectively in a team environment
- Strong Windows based knowledge – Microsoft products, computer proficiency