

**Sales & Application Engineer – Forward Technology
July 31, 2020**

Overview:

Job Title	Sales & Application Engineer
Job Location	Forward Technology LLC 220 Millard Ave SW Cokato, MN 55321
Work Days	Standard: Monday to Friday Special cases: weekends may be required during travel
Work Hours	Standard: 8AM to 5PM Special cases: week nights and weekend hours during travel
Travel Requirements	Some overnight travel is required, 10 – 40%.
Benefits	Health, Dental, Vision, Life, 401k (Roth or Traditional) w/ company match, 10 Paid Holidays, PTO, Aflac, Short- & Long-Term Disability, Flexible Benefit Plan
Physical Requirements	Some lifting may be required, up to 50lbs
Drug Testing Required	Yes
Education Required	Bachelor of Science Degree in Engineering or relevant experience
Special License Requirements	N/A
Certification Requirements	N/A
Driver's License	Valid driver's license required
Passport	Passport not required, but ability to obtain one may be necessary for possible international travel
Endorsements	N/A

Job Description/Responsibilities:

The Sales & Application Engineer will support the Sales Group and their existing customers, generate new customer leads, and help Forward Technology grow. Applicant will assist with application evaluation, concept generation, proposal development, and project management. Requires work with Forward's production systems and personnel to ensure on-time completion of projects. The applicant will assist with laboratory level work, trouble-shooting and concept development with the production group, and in general you will work with a wide variety of internal resources to ensure projects stay on-time and within budget.

This role will require the applicant to convert incoming RFQ's to strong, technically sound proposals that meet the customer's requirements. Frequent interaction with a wide variety of customers is necessary; from upper level management to machine operators, understanding the full scope of the customer's requirements is key. You will build and maintain strong relationships with customers across many different industries and continue to learn the intricacies of plastic welding, leak/burst testing, and automation equipment.

The Sales & Application Engineer will strive to grow Forward's customer base and continue to expand Forward's presence in both the plastic welding and testing industries, along with integrating our equipment via industrial automation or other value add opportunities. You will have a positive attitude and represent Forward Technology well when traveling to customer sites, presenting at trade shows, and in internal operations. Public speaking/presenting skills with the ability to think quickly on your feet are very beneficial in this role.

Common tasks for this position include:

- 1) Reviewing RFQ's and negotiating specifications with customers
- 2) Writing technical proposals and following up as necessary to close sales
- 3) Traveling to visit customers or potential customers to aid in new projects or present on Forward's capabilities
- 4) Aiding in project management for projects that you are responsible for, providing customer's with up to date schedules and information
- 5) New concept generation that will improve Forward's product offerings

Experience Required	<ul style="list-style-type: none"> • 2+ years of sales experience (ideally technical sales) • 2+ years of customer facing experience • Experience in writing quotations • Experience with equipment specifications • Experience negotiating purchase agreements and closing sales
Required Skills/Qualifications	<ul style="list-style-type: none"> • Driven, energetic, self-starter type individual with go-getter attitude • Ambitious person with strong verbal and written communication skills • Mechanical and electrical aptitude with knowledge of manufacturing equipment and processes • Creative, out of the box thinker with strong technical writing skills • Competent in the Microsoft Office Suite of programs • Willingness and ability to work in a fast-paced environment • Strong time management skills with ability to multi-task daily • Ability to work independently as well as in a team environment • Open to travel and developing new relationships • Highly organized with a positive attitude, strong work ethic • Understanding of market drivers and key customer requirements
Preferred Skills/Qualifications	<ul style="list-style-type: none"> • Competent in SolidWorks and AutoCAD • Familiar with reading and understanding electrical schematics • Familiar with plastic welding, leak testing, and industrial automation • Familiar with OEM equipment budgeting and concepting • Familiar with suppliers to OEMs and the equipment offerings they provide • Marketing experience with knowledge of methods of generating new sales and sales material

About Forward Technology:

Forward Technology is a leader in the plastic welding and industrial automation industry. Forward was founded in 1965 as Tape, Inc. in Plymouth, MN. Forward is a part of The Crest Group of Companies, headquartered in New Jersey. By being a part of a large group of companies, Forward Technology has the opportunity to partner and collaborate with these sister companies around the world.

Forward Technology's Mission Statement:

Forward Technology is committed to developing and providing products, solutions, and services that exceed customer expectations while continuing to improve efficiencies through teamwork and employee involvement, thus resulting in complete satisfaction of customers and company shareholders.