



*Sales Engineer-Rhode Island
Technical Sales Opportunity*

Summary:

The **Sales Engineer** will be involved in all facets of the sales process, including prospecting, relationship development, value determination through problem/need identification, quoting and account management. The person will be expected to be able to discuss commercial issues as well as some technical issues and solutions with engineering. The person will help develop product & market strategies and in identifying opportunities for Greystone to develop differentiated products.

Job Responsibilities:

- Identify potential customers and develop new business.
- Assess potential markets and product niches to define profitable growth opportunities.
- Interact with Executive Management in strategic planning sessions.
- Face-to-face interaction with all levels of customer staff, from Design, Engineering and Purchasing to Executives.
- Position requires 25% travel within the continental United States and Mexico (Company paid).

Required Qualifications:

- Strong ability to negotiate deals from start to finish.
- Excellent networking skills.
- Project management skills; analytical and problem-solving ability.
- Excellent written and verbal communication skills.
- Ability to work in a team environment.
- Bachelor degree, preferably in engineering, science or other technical discipline.
- Sales budgeting and cost analysis skills required.
- Desire to solve problems working with customers and internal suppliers are essential.
- Previous business to business sales experience desired
- Experience and industry contacts within the automotive market.
- 5 or more years' experience working with Automotive OEM's and Tier I suppliers.
- Mechanical/Metallurgical/Chemical Engineering background and/or manufacturing experience.
- Solid understanding of business financial fundamentals.

Compensation and Benefits:

- Competitive annual salary plus performance-based bonus opportunity
- Health insurance, dental insurance, health savings account
- Paid Sick & Vacation
- Life insurance
- Opportunities for Career Advancement
- Company cell phone and lap top computer.
- Relocation package will be considered.