

MFP is a trusted leader in the fluid power industry specializing in hydraulics, pneumatics, automatic lubrication systems, and electrical automation. Our approach to the market is from a technical, problem-solving aspect to best meet our customer's needs. Educating our customers about the advancements in automation technology has become the underlying theme for MFP Automation Engineering and continues to be a source of growth for our company. MFP is looking to hire a dedicated individual to fulfill our Sales Engineer position and join the MFP team.

Title: Sales Engineer

Status: Full Time/Exempt

Department: Sales

Reports to: Sales Manager

Purpose of the Position:

As a Sales Engineer, your primary responsibility is to drive sales at new accounts while growing market share at existing customers utilizing a consultative approach. This individual must have a strong technical background and ability to present technical concepts to key decision makers. The Sales Engineer will need to exhibit confidence in discussing automation and fluid power solutions while managing customer expectations from concept to delivery.

Job Responsibilities:

- Develop sales strategies for each existing account to capture and retain business
- Regularly prospect for new accounts
- Qualify customer opportunities and aggressively network with those customers
- Grow market share within our industry
- Identify opportunities and utilize internal resources to execute
- Become proficient in current product to determine the right solution for a customer application
- Utilize CRM to maintain an updated sales funnel and manage the accuracy of that information continuously

Skills /Qualifications:

- Mechanical aptitude and strong desire to succeed
- Good communication skills both written & verbal
- Growth mindset committed to personal and professional development
- Self-starter, motivated, team focused, and results driven
- Strong presentation, organizational, and time management skills

Valid driver's license with safe reliable transportation along with a satisfactory driving record (MVR)

Preferred Experience:

- Hydraulic Fluid Power Systems & Components
- Familiarity with Automation and Manufacturing Environments
- Industrial Controls
- Sensors
- Mechanical Motion and Control Products
- Cable Technologies
- General Knowledge of Machine Control & PLC Interface

Compensation:

- Salary + Performance-based bonus
- Vehicle expense reimbursement program
- Comprehensive health benefits
- 401K with company match