



**Job Title:** Sales Engineer

**Location:** 2146 Avon Industrial Dr. Rochester Hills, MI 48309

**Position Type:** Full Time (accepting remote applications based on regional coverage)

**Benefits:** full health, dental and medical benefits. A generous PTO policy and a matching 401K program.

Crystal Filtration is an industry leader in providing our customers with innovative solutions for metalworking Fluids, Fat and oils, food and beverage filtration, and testing needs. We are seeking an experienced Non-Woven Sales Engineer to join our team at Crystal Filtration. As a Sales Engineer, you will play a pivotal role in driving revenue growth by effectively communicating the technical aspects of our non-woven products to potential customers. If you are a detail-oriented individual who likes to challenge yourself in a dynamic role and environment, then Crystal Filtration wants you to join our team!

**Job Description:**

- **Sales:** Builds and maintains a network of sources from which to identify new sales leads to drive revenue growth. Assisting in expanding sales footprint with new customers and markets.
- **Collaboration:** Work closely with our engineering team to ensure that our equipment aligns with customer requirements and system specifications.
- **Product Recommendations:** Recommend cost-effective and improved product alternatives to our customers.
- **Order Fulfillment:** Produces quotes and reports to customers, Secure orders, maintain product standards, and ensure timely delivery.
- **Customer Relationship:** Build strong rapport with clients, ensuring customer satisfaction through ongoing communication and relationship management; resolves any issues that may arise post-sale. Alerting new and existing customers of new products, services, and enhancements that may be of interest.
- **Product Enhancement:** Identify opportunities for product modifications to better meet customer needs.
- **Problem Solving:** Assist clients in resolving any issues related to product usage. Demonstrates the functions and performance of our products with customers (potentially on client site) based on their needs.
- **Reporting:** Maintains detailed reports of sales activities including calls, orders, sales, lost business, and any customer or vendor relationship problems. Meets dynamic sales goals based on activity, meetings, new business closed, and other metrics. Provides periodic territory sales forecasts.
- Up to 70% territorial travel anticipated.
- Performs other related duties as assigned.

**Job Requirements:**

- Bachelor's Degree Required.
- 3-5+ years of Non-Woven Sales experience required.
- Excellent organizational and time management skills.
- Service-oriented and able to resolve customer grievances.
- Must be able to lift up to 15 pounds at times.



**How to Apply:**

If you are interested in this position, please send your resume and cover letter to [HR@Crystal-Filtration.com](mailto:HR@Crystal-Filtration.com). Please include the job title in the subject line of your email. We look forward to hearing from you.