

Flottweg Separation Technology, Inc. is currently looking for professional and skilled employees to meet the constant challenges of our industry.

Position: Sales – Edible Fats, and Oils (EFO)

Location: Remote

Position Type: Full Time

Compensation: Salaried, Exempt; Commission

Reports To: Sales Manager

Purpose: Sell horizontal and vertical centrifuge separation equipment within respective market vertical.

Primary Responsibilities:

- Work in conjunction with fellow EFO Industry Managers to service all EFO projects in the US.
- Target key accounts in rendering, renewable diesel, fish processing, and seed oil manufacturing, and develop strategies to close new business.
- Manage, qualify, and respond to sales leads in a timely manner.
- Travel to customers to make sales calls and presentations.
- Preparation of accurate costs and precise proposals for our products and systems based on technical and commercial specifications.
- Negotiation of contracts for equipment purchases
- Provide the requisite information necessary to enter orders accurately and track the progress of projects from order to delivery and start-up.
- Be proficient in the capabilities, features & benefits of the Flottweg product line and develop the capacity to select equipment for various applications.
- Be proficient in the capabilities, features & benefits of products manufactured by key competitors.
- Attend market specific trade shows as required.
- Technical support to customers, sales representatives, and OEM's.
- Maintain Leads and Opportunities in CRM, keeping entries up to date and account information accurate.

Additional Responsibilities:

- Provide support to Marketing to aid in the creation of advertising and trade show materials.
- Coordinate with Aftermarket on the diagnosis and troubleshooting of equipment problems in the field.
- Support other Markets in nearby geographic territory as requested.
- Support and communicate with Flottweg SE (FWSE, Corporate HQ in Vilsbiburg, Bavaria, Germany), Engineering and Aftermarket.



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- Travel with fellow colleagues from FWSE periodically to key accounts.
- Travel to FWSE periodically for training.

Qualifications:

- BS in Engineering, or previous outside sales or technical experience in a similar field.
- Energetic and ambitious
- Detail oriented and responsive
- Excellent written and oral communication skills.
- Ability to handle projects that are time critical and ever-changing is essential.
- Self-starter, disciplined, team player, professional appearance and proactive.
- Proficient in Microsoft Office.

Eligibility:

- Must be legally authorized to work in the United States.
- Must be able to travel in North America and Europe as required (~50%)

If you are interested and qualify for this position, please send resume to David Cifuentes (dcifuentes@flottweg.net).