

**Position:** Aftermarket Sales

**Location:** Independence, KY

**Position:** Type: Full Time

**Compensation:** Salaried, Exempt, Commission

**Reports to:** Aftermarket Sales Manager

**Purpose:** Grow aftermarket sales and service. This role involves engaging with existing customers, understanding their needs, and offering solutions that align with Flottweg Aftermarket products and services.

**Primary Responsibilities:**

- Grow aftermarket sales through service, parts, and major component offerings.
- Key tasks:
- Set and achieve annual sales and target goals
- Identify opportunities and build long-term relationships with customers.
- Handle customer requests, provide technical support, and troubleshooting.
- Interface with Sales, Engineering, Aftermarket, and Process groups on necessary information during mechanical, electrical, or process upgrades to existing equipment.
- Travel to Customer Sites to provide training and additional support as required.
- Preparation of detailed quotations for our products and systems based on technical and commercial specifications.
- Provide the necessary information to Engineering and Purchasing to enter orders accurately and continue to track progress of project from inception, delivery, and commissioning.

**Additional Responsibilities:**

- Prepare and properly file trip reports after customer visits.
- Remain current on, and support maintenance of, aftermarket customer lists.
- Participate in staff and sales meetings as required.
- Attend scheduled training and follow Flottweg in-house and customer required safety policies and requirements.
- Contact and reengage inactive customers as assigned.
- Partner and travel with Sales on key account strengthening.
- Participate in trade shows as required.
- Assist with forecasting of future business, in terms of expected order value and timing.

**Qualifications:**

- This role will require previous Sales experience, Mechanical and Process aptitude.
- An ability to handle projects that are critical and ever-changing is essential.
- Self-starter, disciplined, team player, professional appearance and proactive.
- Skilled in CRM software and Microsoft Office Suite.
- English fluency required. Spanish, French, German, or Portuguese language skills are a plus.

**Eligibility:**

- Must be legally authorized to work in the United States.
- Must be able to travel in North America and internationally as required (25-50%).