



LaserSharp FlexPak Services, LLC.
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Sales Engineer Position Description

Job Title: Sales Engineer

Reports To: General Manager

Position Summary:

The Sales Engineer is responsible for developing customer relationships and generating sales for LaserSharp FlexPak Services, LLC. He or she will work under the direction of the General Manager in developing new customers and managing existing accounts within the flexible packaging industry. The Sales Engineer will promote LaserSharp® technology strengths and identify new opportunities and services.

Major Duties and Responsibilities:

- ❖ Coordinate all customer activities assuring that communications are of the highest integrity and responsiveness
- ❖ Contact and visit current and potential customers.
- ❖ Acquire files, specifications, budgets, and quantities for customer proposals.
- ❖ Meet or exceed sales quota determined by company management.
- ❖ Ensure customer satisfaction and quality is established and maintained.
- ❖ Identify and develop new business opportunities and services.
- ❖ Assist in marketing activities of the company and target services.
- ❖ Maintain complete business and technical knowledge of LaserSharp® technology and services.
- ❖ Obtain information on competitor's capabilities, including strengths and weaknesses of competitive services.
- ❖ Other duties as requested by FlexPak Management.

Secondary Duties and Responsibilities:

- ❖ Maintain complete knowledge of sales procedures including:
 - Quotations, Pricing, Terms, and Credit Requirements
 - Work Order Entry Requirements
- ❖ Maintain customer files, including customer information in Salesforce database.
- ❖ Prepare monthly reports for travel expenses and account/quote status.
- ❖ Attend and participate in exhibitions and shows.
- ❖ Support other areas as needed or requested.

Required Qualifications:

- ❖ Experience with PC computers and programs such as MS Word, MS PowerPoint, MS Outlook, etc.
- ❖ Ability to present LaserSharp FlexPak Services, LLC in a persuasive and professional manner.

Preferred Qualifications:

- ❖ Bachelor of Science in engineering, business, marketing or a related field.
- ❖ Experience in selling contract manufacturing services.
- ❖ Experience with laser material processing, flexible packaging, or film converting.
- ❖ Knowledge of manufacturers or users of flexible packaging.

Physical Requirements:

- ❖ Standing and walking on concrete floors in a manufacturing environment.
- ❖ Extensive use of telephone and computer.
- ❖ Customer and trade show travel with overnight travel.