

TITLE: Applications & Technical Sales Representative

FLSA: Exempt | On-site position (not remote)

General Summary

The Genevieve Swiss Industries (GenSwiss) Applications and Technical Sales Representative recommends customers and distribution partners the proper tooling, speeds and feeds and any other technical expertise needed for the customer to run a part. Work requires knowledge of the Swiss Machining Theory, Swiss Tooling Knowledge and an understanding of different types of machined materials. Work requires working knowledge of Speeds and Feeds for any given machined material. Supports the Product Knowledge training for the Customer Service and Sales Team. Reports to the Technical Applications Support and Service Manager.

Principal Duties and Responsibilities

1. Evaluate Customer requirements and provide recommendations for products that will meet or exceed their needs.
2. Use technical knowledge of GenSwiss products to explain the key benefits users will realize by integrating GenSwiss products in their production.
3. Support and reply to customer technical questions in a rapid manner before and after the sale of GenSwiss product.
4. Support GenSwiss Outside Sales team, Inside Customer Service team and Marketing Department with technical recommendations to applications.
5. Monitor and evaluate new products being released into the market for threat of competition or for addition to the GenSwiss line of products.
6. Communicate customer requirements to GenSwiss key suppliers and their technical teams for quotation and evaluation of custom tooling requirements.
7. Attend trade shows as required to find new product as well as demonstrate and explain GenSwiss products to customers and prospects.
8. Make customer visits as required.

Knowledge, Skills and Abilities Required

1. Understanding of mechanical properties, geometry, physics and metallurgic properties.
2. Understand the difference in steel, stainless steels, titanium, super alloys and non-ferrous materials.
3. Ability to work with, write and understand both commonly used units of measurement in the machining industry such as Inch and Metric.
4. Have an understanding of machining process, being able to discern the difference between drilling, milling, boring, grinding, reaming, knurling, etc. and how to apply them given an application situation.
5. Ability to read technical drawings, read and convey dimensional tolerances in written and spoken form.
6. Ability to speak and write effectively in order to convey clear understanding of recommended product solutions to customers or potential clients.
7. Interpersonal skills necessary to train others.
8. Physical ability to stand and walk. Physical ability to lift and carry items weighing less than 50 pounds.
9. Advanced knowledge and Comfort level with various computer software systems, including Microsoft Office suite, SAP Business One and Salesforce.
10. Ability to meet deadlines and have exceptional time management skills.
11. Ability to read and write procedural instructions and comprehend directions in orders to create and follow process.
12. Ability to work well under limited supervision.
13. Ability to work Monday Through Friday – 40 Hours a week.
14. Interpersonal skills necessary to communicate effectively with others within and outside of the company via conversation, email, etc.
15. Must be a self-starter, high achiever, driven to succeed.
16. Ability to read and write English. Foreign Language a plus but not required.

17. Must be flexible and willing to perform other tasks as assigned.
18. Must be able to pass a security clearance if needed, must be able to pass Criminal Background check.
19. Must be able to obtain a US Passport if needed for travel.
20. Must be comfortable working around industrial machining.
21. Must have a valid Driver's license and not be limited to when and where you can operate a motor vehicle.
22. Must be able to travel via Car, Plane, Train with notice to any given part of the country.
23. Must be able to handle and maintain a high level of confidentiality.
24. Machining Skills / Experience preferred

Working Conditions

1. Working at a desk approximately 8 hours day.
2. Working in a clean well-lit climate controlled office for the majority of the work day.
3. Speaking on the phone for approximately 8 hours a day.
4. Working on desk top computer for approximately 8 hours a day.
5. Working in a manufacturing area that may contain Oil, Cutting fluids, slip and fall hazards.
6. Working hands on with Sharp Tooling.
7. Driving to local customers as business needs arise.
8. Work somewhat close to other people, such as when sharing office space and such as being on the telephone with customers regularly.

The above declarations are not intended to be an all-inclusive list of the duties and responsibilities of the job described, nor are they intended to be such a listing of the skills and abilities required to do the job. Rather, they are intended only to describe the general nature of the job.

Essential Functions	
<i>Essential Function</i>	<i>% TIME</i>
Working on the phone with customers solving tooling problems, recommending tools and speeds and feeds.	50%
Reading customer or vendor supplied blue prints.	20%
Working with the Sales and Marketing departments as support personnel and recommending tools for quotation.	20%
Working with outside vendors to solve customer tooling solutions.	10%

QUALIFICATIONS

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

PHYSICAL DEMANDS/WORKING CONDITIONS

Physical Demands						
<i>Physical Demand</i>	<i>NA</i>	<i>Rarely</i>	<i>Occasionally</i>	<i>Frequently</i>	<i>Constantly</i>	<i>Weight</i>
Standing			X			
Walking				X		
Sitting					X	
Lifting			X			50lbs
Carrying			X			
Pushing		X				
Pulling		X				
Climbing	X					
Balancing		X				
Stooping			X			
Kneeling			X			
Crouching			X			
Crawling	X					
Reaching			X			
Handling			X			
Grasping	X					
Feeling				X		
Talking					X	
Hearing					X	
Repetitive Motions				X		
Eye/Hand/Foot Coordination			X			

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions

Working Environment					
Working Condition	NA	Rarely	Occasionally	Frequently	Constantly
Extreme cold		X			
Extreme heat		X			
Humidity		X			
Wet			X		
Noise			X		
Hazards			X		
Temperature Change			X		
Atmospheric Conditions	X				
Vibration			X		
Working with Coolants, Oils and Grease.			X		

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

View Website www.GenSwiss.com/careers

Please email your resume, cover letter and references to:

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