



Job Description – Sales Engineer

Position Title: Sales Engineer

Position Location: Midwest

January 2023

Brief Company Description:

AGC Heat Transfer, Inc. is the leading supplier of sanitary plate heat exchangers in North America, manufacturing plate heat exchangers widely used in the food processing industry. AGC offers complete heat exchanger services including new frames as well as upgrade plate packs, gaskets and spares.

Job Description:

Sales engineer serves end users, distributors and integrators by identifying their needs and providing solutions through plate heat exchanger designs, spare parts and PlateCheck services. The sales engineer is responsible for troubleshooting and technical support, as well as sales growth within a targeted, planned account base.

Skills Required: Sales engineer performs the following duties and other special projects upon request:

- Technical heat transfer designs, using internal proprietary software – previous heat transfer and/or fluid handling experience will be highly regarded
- Some basic knowledge of process engineering preferred, but not essential.
- Reviewing technical drawings of heat exchange equipment to verify engineering accuracy.
- Identifies current and future customer service requirements by establishing personal rapport with potential and existing end users (direct), distributors and integrators. Provide product, service, or equipment technical and engineering information by answering questions and requests.
- Establishes new accounts and develops existing accounts by identifying potential end users, distributors and integrators through annual planning and execution throughout the year to achieve year over year sales growth.
- Prepare and deliver technical presentations and training programs explaining products or services to existing and targeted customers, distributors and integrators.
- Prepare proposals and determine pricing from end user, distributor or integrator requirements. Enter proposals into company CRM for sales pipeline management and QTC (quote to close) analysis.
- Gains customer acceptance by explaining or demonstrating designs, features, benefits and impact of AGC products in their operation or project.
- Submits orders accurately into company ERP system and adjust with any updates as the equipment is built.
- Provide monthly reports as required for business execution and management of the business. These would include expense, monthly forecast and QTC.

Eastern Factory

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Western Factory

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800-715-8820

- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Participate actively in monthly and annual sales meetings, sharing information and knowledge for all colleagues through presentations or updates to sales and management team.
- Work closely and have collaborative relationships with field service team and factory to process orders to meet customer expectations.

Skills & Qualifications

Travel: Some travel is required

Education: 4 Year Engineering Degree (Preferred) or equivalent work experience

Experience: 2+ Years Work Experience (Preferred)

Problem Solving	Product Knowledge	Selling to Customer Needs
Microsoft Office & Computer Skills	Presentation Skills	Heat Transfer Knowledge
Verbal & Written Communication	Teamwork	Math / Mechanical Oriented
Technical Understanding of Heat Exchangers and/or Sanitary Process Equipment		

EQUAL OPPORTUNITY EMPLOYER

Submit resumes to PennyV@agcheattransfer.com