

## SPARE PARTS TECHNICAL SALESPERSON

An innovative, expanding, international company rooted in Monterrey, México, is looking for an organized and talented for their **Spare Parts Technical Salesperson** opening. As a customer centric organization, we focus on career-minded individuals searching for the opportunity to join our winning team!

### Responsibilities:

- Qualifies incoming inquiries for processing
- Develops and works a sales strategy with the After Sales team tailored to each specific industry
- Builds value added relationships with Distributors, OEM Partners and Accounts
- Communicates with customers to determine their needs and suggest solutions to fulfill their requirements and solve their issues
- Creates and delivers technical and pricing proposals as requested by customers
- Completes regular follow up of specified accounts to update the status of active quotes
- Responds to customer requests for revisions to existing quotes and orders
- Processes orders when POs are received
- Works with customers to manage changes to orders that may occur as they move through the system
- Informs customers on the progress of orders and coordinate required Shipping details
- Maintains and updates Salesforce records
- Gains industry and product line knowledge by studying product data and descriptions and participating in educational opportunities (company trainings, workshops, and seminars)
- May be asked on occasion to perform other duties not related to this job description

### Required Skills/Experience:

- Knowledge of technical manuals and electro-mechanical equipment is a plus
- Be detail-oriented with proficient computer skills, especially in the use of Microsoft products
- Experience with Salesforce CRM and ERP.
- Able to work independently, make good decisions, and work as part of a team
- Proactive: able to anticipate issues and provide solutions
- Maintain a high level of responsibility and accountability
- A quick learner and adapt well to changes
- Ability to multi-task and prioritize
- Good communication and organizational skills
- Written and verbal communication skills in English
- A drive to learn new products and methods as well as draw on past experiences to help improve the company's products and methods
- Valid passport and USA Visa.

### Benefits & Compensation:

- Salary commensurate with experience, with all the benefits established by law
- Commercial Commissions for Sales made
- Life insurance
- Medical Expense Insurance