

Technical Proposal Manager – Sauer Compressors Mexico

Now is the Time – Join Sauer Compressors' Inside Sales Team!

Sauer Compressors, a rapidly growing innovative market leader with 130 years of experience in the compressor industry, is looking for a talented, experienced sales professional to fill their **Technical Proposal Manager** role. This key position will primarily be responsible for helping to increase our opportunity closing rate, as well as assisting with the implementation and execution of the Strategic Sales Plan. The role will report to the National Sales Manager for the Mexico & Central American Region and will be based in our Sauer Mexico headquarters in **Monterrey, Mexico**.

COMPANY OVERVIEW

Sauer Compressors is renowned across the globe for their manufacturing of technically superior compressors. Our clients know us as a top performer in the commercial shipping, naval marine, Petro and Industrial markets. Our current aim of focus at Sauer Compressors Mexico is to expand the industrial and oilfield markets within Mexico, Central America & the Caribbean.

This position will be primarily responsible for the implementation & execution of the Sauer MX Strategic Sales Plan, to increase our opportunities closing rate, this position will report directly to the Business Development Manager for Mexico & Central America Region.

POSITION SUMMARY

The **Technical Proposal Manager** will have the **responsibility** of coordinating and expediting all phases of the RFQ's, bids, contracts, and/or purchase orders to ensure best possible solution and delivery performance to customer.

This position is responsible for developing reports used for analyzing key performance indicators in several operational areas utilizing Sales Force.

JOB FUNCTIONS

Include the following, but other duties may be assigned.

- Develop and work sales strategies with Regional and National Sales Managers
- Build value added relationships with Distributors and OEM Partners
- Manage projects/opportunities from inquiry through engineering, production, delivery, and commissioning
- Manage special military and Petro Industry projects that entail unique design, testing, inspection, and documentation requirements
- Communicate with customers to determine their needs and suggest solutions to fulfill their requirements and solve their issues
- Create and deliver technical and pricing proposals as requested by customers
- Follow up with customers to update the status of active quotes
- Respond to customer requests for revisions to existing quotes and orders
- Process and collaborate to expedite orders when POs are received
- Work with customers to manage changes to orders that may occur as they move through the system
- Inform customers on the progress of orders and coordinate required Shipping details
- Coordinate the start-up schedule with the Service Department
- Maintain and update opportunity records

- Develop & expand rental compressors business unit
- Develop updates and maintain report formats, structure, and data source information from various database sources.
- Generate dashboards from information mined from the ERP system.
- Schedules, coordinates, and documents all required custom reports, publishing same on a preset schedule.
- Delivers a high level of customer service for employees in a professional and timely manner.
- Enter database information such as sold to, ship to, items purchased, etc. from purchase orders and/or contracts, into ERP and CRM systems
- Create customs documents for international shipments
- Process shipping documents for carriers such as FedEx, UPS etc.
- Monitor new compressors & parts sales and updates due dates of open orders based on projected/updated ship dates.
- Create new shippers for all back-order parts and create documents for export shipments.
- File invoiced orders. Documentation coordination with finance and accounting
- Contact customers for expediting orders. Must be able to assist customers with order discrepancies.
- Continuous improvement of sales processes to increase efficiency.
- Expediting & Update of open orders

Required Skills

- Organizational skills, ability to prioritize and maximize activities.
- Short and long-term goals, following an established action plan.
- Able to work as a team and independently, adding to a common good and taking care of the fulfillment of work objectives.
- Ability to generate strategies that result in sales, from interaction with customers in social networks and digital media.
- Hold technical conversations in English and Spanish.
- Translation capabilities for technical documentation
- Negotiation and professional orientation skills in face to face & online talks, guided towards sales.
- 100% proactive attitude and willing to learn from the business, complete willingness to improve capabilities. Resilience attitude.
- Ability to develop and implement strategies to improve performance in social networks and campaigns, problem solving.
- Have a high sense of responsibility.
- Proactive mind-set – anticipates issues and provides solutions
- Maintains high level of responsibility and accountability
- Quick learner and adapts well to changing environments
- Highly self-motivated and proactive working style
- Able to multi-task and prioritize responsibilities
- Team player with strong communication and organization skills
- Time management skills to ensure 100% job completion
- Possess a drive to learn new products and methods as well as draw on past experience to help improve the company's products and methods

Experience:

- Minimum of three years of experience in a related field Strong attention to detail with a constant drive for information accuracy, sales or inside sales administration.
- Strong interpersonal and communication skills, developing new presentations
- Exercises sound judgment and maintain confidentiality
- Ability to manage time and workload effectively which includes planning, organizing, and prioritizing with attention to details
- Strong customer service skills are accompanied with a high level of professionalism.
- Highly detail-oriented.
- Work independently and in a very fast work environment.
- Multi-task and manage time to accomplish all tasks in a timely manner.
- Ability to exercise discretion and assist in the development and execution of company policy and procedures.
- Highly customer-focused and have a true “whatever it takes” attitude to ensure a world class Customer Support performance (internal & external)

Benefits & Compensation:

- Workplace in a healthy medium-sized group
 - Friendly and collaborative working environment
 - Salary commensurate with experience
 - Monthly Performance Bonus
 - Opportunities for training and professional development
 - Life-work balance.
- Moreover, we offer a pleasant working environment in an enthusiastic team an appropriate salary

Job Type: Full-time

Salary: \$20,000.00 to \$25,000.00 Pesos per month

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