

Sales Engineer – Naperville, IL



NUM manufactures and sells CNC's, servomotors and servodrives for machine tools rotary cutting tool software with custom-built, high-end solutions. NUM provides product support and integration services to OEM machine tool builders in manufacturing like energy and transportation.

NUM Corporation is currently seeking a full-time Sales Engineer to join us in the Naperville, IL office. The sales engineer will focus primarily on securing new OEM customers, to grow revenue and increase market share.

Sales Engineer

RESPONSIBILITIES:

- Networking, prospecting, qualifying, selling, closing and maintaining existing and new customers.
- Evaluate sales inquiries to determine the best technical and commercial solution for the customer's application.
- Analyze RFP's and work with Application Engineers and R&D to meet all production requirements and generate a sales proposal with a quotation.
- Negotiate and close contracts of sale.
- Periodically participate at trade shows.
- Competitive analysis

EDUCATION AND EXPERIENCE:

- Bachelor of Science degree in Mechanical Engineering (ME), Electrical Engineering (EE), Mechanical Engineering Technology (MET), Electrical Engineering Technology (EET), Industrial Engineering (IE); relevant technical degree with 3+ years of proven work experience; or 5+ years of related machine control component sales experience with precision automation technology and/or the machining processes in the manufacturing industry.
- General and hands on knowledge of CNC machine tool mechanical, electrical, software and operations a plus.
- Highly motivated, self-starting, effective collaborator with limited supervision.
- Experience with specifying or sizing spindle and servo motor systems helpful.
- Normal office environment with visits and exposure to shop environment. Proficient with Microsoft Excel, Word, PowerPoint, and Teams.
- 30% to 60% travel. This position manages a large geographic territory with overnight travel.
- US citizen

Company Video

Please send resumes to hr.us@num.com

Find us on the web at www.num.com



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