



Technical Sales Engineer

Duramax Marine, LLC, an employee-owned global manufacturer of products for the commercial marine industry and various industrial applications, has an immediate opening for a **Technical Sales Engineer** to support customer service, sales, operations, and customers. This position reports to the Company's Director of Sales and is a member of the sales team. Duramax Marine is a well-established, successful Northeast Ohio-based company with a significant global presence and a technology leader in its markets.

Qualifications	Minimum	Preferred
Education	Bachelor's Degree	In a technical field
Experience	<ul style="list-style-type: none"> • Extensive marine industry or mechanical products experience. • Five plus years of successful technical field service and/or technical sales experience. • Excellent communication and interpersonal skills. • Tenacious learner and problem-solver. 	
Job Specific Knowledge, Skills & Abilities	<ul style="list-style-type: none"> • Excellent business acumen. • Strong mechanical aptitude. • Demonstrated success in meeting or exceeding objectives. • Proficient with CRM and Microsoft Office programs. • Strong analytical, problem-solving, and project management skills. • Effective time management skills. • High energy with a sense of urgency in responding to customer needs. • High level of personal and professional integrity. • Embraces the Company's core values. • Maintains required records and reports. 	

Key Responsibilities

Professionally represents the Company while providing customers with advice and support for product inquiries and applications.

Provides technical expertise to promote the sale of products. Provides post-sale support regarding installation and maintenance of products.

Confers with customers and the sales team to assess opportunities and applications to determine the appropriate product and support requirements.

Prepares and delivers technical presentations that explain products or services to customers and prospects.

Using technical and sales skills, demonstrates to customers the product benefits and value versus competing alternatives.

Develops and presents proposals for Duramax products based on specific customer requirements.

Provides technical support and services to team members regarding the installation, use, and maintenance of Duramax products.

Working Conditions

Normal office conditions with up to 50% overnight travel (domestic and international). Must possess a high-energy level to meet the physical demands and necessary mental alertness to travel, walk, and work within customer facilities—occasional lifting of up to 25 pounds.