

Mars Mineral
Equipment/Technical Sales Manager

Reports to: General Manager

Mars Mineral Equipment/Technical Sales Manager works with the customer to understand their pelletizing requirements and recommends the best material processing equipment (feeder, pelletizer and binder system). This position also works with outside suppliers to specify equipment when developing proposals. A self-driven work ethic is essential in accomplishing the tasks for this position. Technical and commercial skills are crucial to the success of this position.

An understanding of bulk materials properties is key to successfully communicating Mars Mineral capabilities to a potential customer. Technical knowledge of bulk density, particle sizing (sieve analysis, etc.) and moisture content of the raw material and finished product (pelletized) is vital in the development of solutions. This technical knowledge together with financial experience with estimating are needed to propose the right equipment for the application.

Primary:

- Drive sales of capital equipment, associated spare parts and field technical services.
- Process internet inquiries into sales (websites & info@marsmineral.com)
- Work with customers to understand their specific process or product requirements (product size, hardness, moisture content, production rate, etc.)
- Advises and consolidates with GM to determine machinery costs based on customer's needs.
- Develop/submit/and follow-up on proposal to customer.
- Work with marketing group to develop and implement sales/marketing plan.
- Participate in all aspects of a trade show. Typically attend/exhibit 1 – 2 trade shows/year.
- Customer liaison for technical information
- Project Work
- Passes along project information so that items can be manufactured to customer requirements.
- Work with the customer to get equipment shipped with proper documentation
- Work with the customer to quote and schedule equipment start-up services.
- Issue project status updates to the customer

Secondary:

- Assist lab technician in test communications with customer. This includes test work scope, scheduling and resolution of test processing issues.
- Work with administrative personnel to ensure the various financial aspects of Mars Mineral equipment & services order is conveyed and understood by the customer.