

## Sales Engineer

### About Kautex

Kautex Maschinenbau –pioneering extrusion blow molding since 1935, always **Engineered around You**. As part of the Jwell Machinery Group, we deliver customized machines, plastics expertise, and global service for packaging, automotive, and specialty products. Sustainability and our Service promise “Always On. Always Kautex.” are at the core of what we do.

**Kautex – experience with integrity, innovation with substance, and a future built on responsibility – and Future needs Origins.**

### Job Description

Exciting opportunity for a full-time Sales Engineer to join a successful and growing team and will report to the VP of Sales Americas in New Jersey. Focus will be market development and increasing customer base and market share in US.

### Work Location:

- New Jersey, USA / Mexico City, Mexico

### Responsibilities:

- Develop a comprehensive sales plan and sales targets based on market development and the company's strategic planning
- Be responsible for exploring the US and the American market, developing new customers, and achieving sales targets
- Be responsible for formulating, participating in or assisting the upper management in implementing relevant policies and systems
- Drive sales growth through existing and new customers with strong focus on increasing customer base and market share
- Prepare regular sales forecasts for Kautex manufacturing facilities
- Collaborate on annual regional sales budget and ensure order income and margin targets are being met
- Prepare quotations and contracts
- Actively manage customers, resolve problems, and support Kautex Service and Project Management Teams
- Evaluate customers' needs and help identifying the appropriate solution in close coordination with Project Engineering Team
- Prepare and make sales presentation focusing on added value to customer
- Conduct commercial negotiations with customers
- Travel up to 50%, mostly within US but also internationally to visit Kautex parent companies as required

### Qualifications and Requirements:

- Proficiency in English and German, or English and Spanish is required. Knowledge of Chinese is preferred.
- Strong marketing and promotion skills, excellent interpersonal communication and coordination abilities, as well as the ability to analyze and solve problems
- Bachelor's and/or master's degree (Engineering, Business Administration, Business Engineering, Sales, Business Development, or related field)
- 5+ years of related experience in Sales, ideally in Extrusion Blow Molding or Plastics Industry
- Team player who can work collaboratively in a global team
- Excellent presentation and negotiation skills
- Self-motivated with a positive mindset
- Proficient in MS Office applications (Outlook, Excel, Word)
- Familiarity with CRM

### What we offer:

- Salary: negotiable (depending on qualification and experience)
- Car allowance
- Comprehensive health, dental, and vision coverage
- 401(k) with company match
- Remote work experience

### Interested? Send your application directly to:

- Mr. Li: salcaf@jwell.cn, +86 158 0622 1799
- Mr. Zhou: salbh@jwell.cn, +86 136 6179 6078
- Mr. Fang: saldf@jwell.cn, +86 136 0190 7989