

AJL Manufacturing Inc. is a Rochester, NY based contract manufacturer with expertise in manufacturing low to mid-volume, high complexity products involving precision sheet metal frames, weldments, enclosure fabrication and electromechanical assemblies is seeking a **Sales Engineer**. We strive to consistently exceed customers' expectations by offering superior supply chain management, engineering, prototyping, and manufacturing and assembly solutions throughout the product life cycle.

**Job Description:**

The Sales Engineer will combine technical knowledge and sales skills to generate new business and ensure growth of existing accounts. The Sales Engineer will collaborate with leadership and engineering teams on potential company products and services, consult with prospective clients, establish strong value proposition and close potential business. This key role will be the main point of contact for all sales related activities with current and potential customers within assigned territory.

**Essential Duties & Responsibilities:**

- Research and generate new business for the company's services to maximize potential in various regions or industries primarily in sheet metal fabrication.
- Accurately interpret customer requirements and manage communication.
- Work closely with other departments to help prepare quotations within margin guidelines.
- Negotiate contract terms to meet both client and company needs.
- Ensure growth of existing accounts by developing long-term relationships with customers.
- Continually grow technical and market knowledge on company technologies through trade publications, company distributed material, and by attending strategic sales meetings.
- Provide contact reporting to engineering, acting as a liaison between company and customer.
- Coordinate internal support activity with engineering to ensure customer expectations are met
- Actively participate in sales and marketing activities, including attending tradeshow, conferences and other lead generation events.
- Prepare reports for management.
- Exceed annual targets for orders within assigned territory.
- Manage expenses within Company's policies and budgets.

**Qualifications & Requirements:**

- Travel: Ohio, Michigan, Indiana and surrounding region
- Prefer Bachelor's Degree in a related science curriculum or business degree with strong technical background. A combination of job experience and education will be acceptable.

- Minimum of 5 years of prior Metal Fabrication, CNC Machining, or manufacturing experience in sales.
- Tooling experience in a machine shop type environment is desired.

**Ideal Candidates will exhibit the following qualities:**

- Must be a self-starter with excellent negotiation, communication and organization skills.
- Must have strong technical and manufacturing comprehension (knowledge in tooling and manufacturing processes).
- Must possess strong presentation skills and be able to communicate professionally in written responses to emails, RFQ's, and when submitting reports.
- Must be reliable, completing internal tasks in a timely manner to ensure the ability to follow through on committed actions for customers.
- Must be honest and ethical both with customers and with Company assets.

Please submit resumes to:  
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