

Title: Sales Operations Engineer

Company: Mainspring Linden Acquisition LLC

Location: Cuyahoga Falls, OH

Job duties: Develop customer relationships and provide deep applications knowledge to help develop new polyurethane processing systems for the company's current and new customers. Work with both the Engineering Manager and Senior Development Manager on customer applications and defining solutions for their production needs. Create a detailed cost and pricing model for each opportunity. Create detailed proposals for customers. Develop engineering specifications. Work with supply base on sourcing components for orders. Support sales team with any engineering designs. Develop the detailed flow schematic and piping and instrumentation diagram (PID) per customer specifications. Work directly with customers on new orders. Support General Manager on weekly updates and sales funnel reviews. Power user of salesforce.com. Support special projects for continuous improvement. Help develop a new pricing system. Support CEO with digital marketing and customer outreach. Implement new improvements to our business systems such as MRP and ERP. Help the business to achieve its financial targets and operating plan. Participate actively during strategy meetings. Enter transactions into ERP system. Travel required 20% may travel outside of Northeast Ohio.

Requirements: Must have Bachelors degree in Chemical Engineering. Must have 5 years of experience as a Chemical Engineer, Application Engineer, Sales Engineer or related. Must have: 5 years experience involving project management; 4 years engineering experience in the polyurethane industry; 3 years of experience with MRP, ERP and Salesforce.com business systems; 3 years of sales engineering experience or experience interfacing directly with customers; and 2 years of experience reviewing and drafting technical specification documents.

Response Info:

Persons interested in this position should apply via email to jnagle@LindenIndustries.com