



## Sales Manager (m/f/d)

### Job Summary

The individual in this role will be highly self-motivated, with a passion for client satisfaction. Performing duties ranging from overseeing sales and marketing activities to managing projects in the EMEA and Asia regions. Utilizing personal interactions, good communications, and engineering experience this person will support clients as the direct point of contact and evaluating client needs and recommending the appropriate McCartney product(s)

### Reporting Relationships

Reports to General Manager of McCartney Engineering based in USA. Location based in Europe, Germany preferred but able to work from other countries

### Duties and Essential Job Functions

- Ensure that client requests are professionally handled and completed
- Support regional agents and partners
- Review client requisitions, provide technical and/or application support to current and prospective customers. (Preparing and submitting technical proposals as needed.)
- Contact current and prospective customers to build relationships resulting in increased brand value. Therefore, growing aftermarket volume, related components as well as high pressure dosing/injection pumps
- Actively participate in technical clarification meetings to resolve issues by answering questions during the discussion therefore expediting the approval of the technical agreement
- In cooperation with the Manager of McCartney Engineering, determine individual objectives and implement methods to meet them.

### Qualifications

- Bachelor of Science in Mechanical or Chemical Engineering/Bachelor of Science in Mechanical Engineering or Chemical Engineering Technology or 3 - 5 years of mechanical engineering experience preferred.
- Strong interpersonal skills to work effectively with both internal teams and external customers
- Contributes on an individual level but for the good of the whole while being flexible/adaptable and embraces changes in priorities as needed on short notice
- Detail oriented with strong organizational, analytical & problem solving, planning skills
- Encourages open and candid sharing of information and ideas
- Comprehensive knowledge of the Petro-Chemical industry specifically the production of Low-Density Polyethylene (LDPE) a plus but not required
- A verifiable basic knowledge Microsoft Word, Microsoft Excel, and Adobe Acrobat.
- Understanding of 3D modeling (preferably SolidWorks), 2D Drafting (preferably AutoCAD or similar such as DraftSight) a plus.
- Mechanical, hydraulic, pneumatic, and electrical skills a plus but not necessary

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### **McCARTNEY Engineering**