



YUSA CORP

Sales Engineer

Department: SALES
FLSA Status: Exempt
Grade/Level: 26
Job Type: Regular
Work Schedule:
M-F 8:00 a.m. ~4:30 p.m.

Job Status: Full Time
Reports To: Manager of Sales
Amount of Travel Required: 10%~15%
Positions Supervised: None

POSITION SUMMARY

Maintaining and growing business for current and new model vehicles by quoting new development parts; quote on other business as opportunities allow.

ESSENTIAL FUNCTIONS

Reasonable Accommodations Statement

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. Reasonable Accommodations may be made to enable qualified individuals with disabilities to perform the essential functions.

Essential Functions Statement(s)

- Confer with customers and engineers to assess vehicle requirements and equipment needs.
- Collaborate with sales teams to understand customer requirements, to promote the sale of company products, and to provide sales support.
- Secure and maintain business opportunities for extruded parts.
- Develop, present, or respond to proposals for specific customer requirements, including request for proposal responses and industry-specific solutions.
- Sell products requiring extensive technical expertise.
- Recommend improved materials or machinery to customers, documenting how such changes will lower costs or increase production; secure assistance from parent company.
- Prepare and deliver technical presentations that explain products or services to customers and prospective customers.
- Provide technical and non-technical support and services to clients or other staff members regarding extruded products.
- Research and identify potential customers for products or services based upon company direction.
- Create parts quotations for extruded products and negotiate final piece price until mass production start-up.
- Keep informed on industry news and trends, products, services, competitors, relevant information about legacy, existing, and emerging technologies, and the latest product-line developments.
- Develop sales plans to introduce products in new markets as needed per company direction.
- Document account activities, generate reports, and keep records of business transactions with customers and suppliers.
- Train management and technical personnel in customer applications of new model projects.
- Maintain sales forecasting reports.
- Attend trade shows and seminars to promote products or to learn about industry developments as opportunities arise.
- Work with R&D to plan and modify product configurations to meet customer needs.

POSITION QUALIFICATIONS

Competency Statement(s)

- Assertiveness - Ability to act in a self-confident manner to facilitate completion of a work assignment or to defend a position or idea.
- Communication, Written - Ability to communicate in writing clearly and concisely.
- Customer Oriented - Ability to take care of the customers' needs while following company procedures.
- Communication, Oral - Ability to communicate effectively with others using the spoken word.
- Active Listening - Ability to actively attend to, convey, and understand the comments and questions of others.

- Analytical Skills - Ability to use thinking and reasoning to solve a problem.
- Business Acumen - Ability to grasp and understand business concepts and issues.
- Competitiveness - Willingness to strive to get ahead or to finish projects.
- Presentation Skills - Ability to effectively present information publicly.
- Initiative - Ability to make decisions or take actions to solve a problem or reach a goal.
- Interpersonal - Ability to get along well with a variety of personalities and individuals.
- Judgment - The ability to formulate a sound decision using the available information.
- Organized - Possessing the trait of being organized or following a systematic method of performing a task.
- Resilient - Ability to recover from, or adjust to, misfortune or setbacks.
- Sales Ability - Ability to use appropriate interpersonal styles and communication methods to gain acceptance of a product, service, or idea.
- Detail Oriented - Ability to pay attention to the minute details of a project or task.
- Negotiation Skills - Ability to reach outcomes that gain the support and acceptance of all parties.

SKILLS & ABILITIES

Education:	Bachelor's Degree (four year college or technical school): Required
Experience:	2 plus years of experience in automotive preferred
Computer Skills:	MS Office Products; AS 400; CATIA
Certifications & Licenses:	
Other Requirements:	

PHYSICAL DEMANDS

N (Not Applicable)	Activity is not applicable to this position.
O (Occasionally)	Position requires this activity up to 33% of the time (0 - 2.5+ hrs/day)
F (Frequently)	Position requires this activity from 33% - 66% of the time (2.5 - 5.5+ hrs/day)
C (Constantly)	Position requires this activity more than 66% of the time (5.5+ hrs/day)

Physical Demands		Lift/Carry	
Stand	O	10 lbs or less	O
Walk	O	11-20 lbs	O
Sit	F	21-50 lbs	N
Manually Manipulate	F	51-100 lbs	N
Reach Outward	N	Over 100 lbs	N
Reach Above Shoulder	N		
Climb	N	Push/Pull	
Crawl	N	12 lbs or less	O
Squat or Kneel	N	13-25 lbs	O
Bend	N	26-40 lbs	N
		41-100 lbs	N

Other Physical Requirements

- Vision (Near, Color)
- Ability to wear Personal Protective Equipment (PPE) - Safety glasses, safety shoes, hearing protection

WORK ENVIRONMENT

Main office; customer site; some plant.

The company has reviewed this job description to ensure that essential functions and basic duties have been included. It is intended to provide guidelines for job expectations and the employee's ability to perform the position described. It is not intended to be construed as an exhaustive list of all functions, responsibilities, skills and abilities. Additional functions and requirements may be assigned by supervisors as deemed appropriate. This document does not represent a contract of employment, and the company reserves the right to change this job description and/or assign

tasks for the employee to perform, as the company may deem appropriate.