Headquartered in Asslar, Germany, Pfeiffer Vacuum is one of the world’s leading providers of vacuum solutions. In addition to a full range of hybrid and magnetically levitated turbo pumps, the product portfolio comprises backing pumps, measurement and analysis devices, components as well as vacuum chambers and systems. Founded in 1890, Pfeiffer Vacuum is active throughout the world today. The company employs a workforce of some 3,200 people and has more than 20 subsidiaries.

Pfeiffer Vacuum, Inc. – USA: We are looking for a

Sales Engineer – Midwest
Pittsburgh - Chicago

Your responsibilities will include:

SUMMARY
As directed, performs a variety of tasks involved with pre- or post- sales support. Prospects for potential customers and maintains strong account relationships with existing customers within the assigned territory, obtaining sales orders for Company related products and services. Substantial customer face time is required for this position and extensive travel within the territory, including overnight stays, is expected to be >50%.

ESSENTIAL DUTIES AND RESPONSIBILITIES

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Exercise of judgment, discretion, and tact in all business matters and business relationships is required. Strong interpersonal skills and the ability to maintain clear and cooperative working relationships with co-workers and demonstrate regular attendance and punctuality are essential. The organization’s leadership promotes collaborative problem solving in both formal and informal work teams. Participation in and contribution to teamwork within the organization is required. Advises management on intelligence gained from the field concerning new product initiatives and development. Additional requirements include experience with high vacuum technology, broad range of vacuum applications knowledge in a variety of markets including Semiconductor, Analytical instrumentation, Coating, Industry and R&D, as well as the ability to stay abreast of changes in those markets. Necessary interpersonal skills include being a self-starter, motivated, creative, flexible, self-confident, deadline oriented and able to multi-task.
Supervisory Responsibilities
None

Duties
1. Establishes a network and schedule of sales calls to customer locations. Follow up on leads.
2. Reviews customer requirements and presents company products that will fill those needs.
3. Coordinates new product introductions. Arranges for product demonstrations, training events and other activities that promote understanding of company products for customers.
4. Use CRM and Outlook as a tool to manage sales activities, opportunities and pipeline. Submit sales reports regularly as defined by management.
5. Forecast sales volume for assigned territory.
6. Communicates with other departments and customers to ensure satisfactory customer support.
7. Meet established Sales Quotas and revenue goals.
9. Attend sales trainings and sales meetings as required.

Physical Demands
The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Tasks require walking, sitting, bending, reaching, mobility, and frequent lifting. Work requires computer skills (word processing, power-point, spreadsheet, and data-entry), attention to detail and accuracy. Communication skills including listening and speaking are required for interaction with other employees, vendors, and customers. Strong interpersonal skills, the ability to balance multiple tasks and any stress associated with the duties and responsibilities of this position are essential requirements in the performance of this job.

The person in this job must be able to travel by air and drive to customer locations. Accordingly, a valid driver’s license and driving record that is satisfactory to the Company must be demonstrated at hire and periodically thereafter.

POSITION REQUIREMENTS

Qualifications
Strong organizational and creative problem solving skills as well as good planning and technical equipment troubleshooting skills required. In depth knowledge of company products is highly desired.

Education and/or Experience
Requires B.S. /B.A. degree, preferably in Mechanical or Electrical Engineering or Physics and Physical Science; M.S Preferred. In-depth knowledge of vacuum technology is essential. Three to Five years of technical sales, applications engineering or customer support related experience is necessary. Knowledge of Microsoft Office is a must.

Language Skills
The ability to communicate in English verbally and in writing is essential. Reports, email correspondence, schedules, presentations are all typical requirements of this position and must be effectively and professionally communicated. This position also serves as a key liaison between the customer and the Company and must articulate critical needs, issues, situations, and plans to keep customer satisfaction high.

Mathematical Skills
Excellent math skills required.

*Reasoning Ability*
Must be able to multi task and operate in a fast paced environment while maintaining a disciplined approach to oversee major customers’ needs. The ability to understand the customers’ requirements and plan the support strategy is essential. Must be able to solve both practical and complex problems and deal with a variety of factors in situations where only limited standardization exists.

*Certificates, Licenses, Registrations*
Both a valid drivers license and satisfactory driving record are required at the time of hire and periodically thereafter.

**TOOLS AND/OR EQUIPMENT**
This position uses a computer extensively with demonstrated abilities in the use of Microsoft products as well as other types of software and office equipment.

**WORK ENVIRONMENT**
This position will work in various environments including office and factory settings.

Pfeiffer Vacuum is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, religion, color, national origin, gender, gender identity, sexual orientation, age, status as a protected veteran, among other things, or status as a qualified individual with a disability.

If you are an individual with disabilities who needs accommodation or you are having difficulty using our website to apply for employment, please contact Jill Guilmain at 603-578-6519.

Follow us on LinkedIn: [https://goo.gl/2kpDMa](https://goo.gl/2kpDMa)

We look forward to receiving your application!

We look forward to receiving your application! To apply for this position, please click on the link below:

[https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=8e1ad28f-a89c-4641-a60d-27727da10c50&ccId=19000101_000001&jobId=284733&source=CC3&lang=en_US](https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=8e1ad28f-a89c-4641-a60d-27727da10c50&ccId=19000101_000001&jobId=284733&source=CC3&lang=en_US)

Current Pfeiffer Vacuum - US employees, please apply through the Career Center in ADP Workforce Now.

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