

# Sales Engineer - Capital Equipment

## Company:

Since 1956, Webb-Stiles Company has provided custom, turn-key, material handling solutions for medium to heavy-duty logistical challenges. Solutions built with top-rated quality material and durability in mind, our conveyors, have become highly regarded in the Automotive, Tire & Rubber, Appliance, Defense, Foundry & Casting, and Finishing Industries, among many others. We provide custom-engineered solutions to meet the individual application needs of our customers. We do not rely on pre-fabricated solutions to solve unique applications. We are family owned and operated.

## Summary:

Webb-Stiles Company is seeking a self-motivated sales representative with a strong background in industrial capital equipment and practical experience to join our team. This position offers an exciting opportunity to be involved with selling specialty equipment with capacities ranging from 25 to over 250,000+ lb.

## Responsibilities:

- Presenting and selling Webb-Stiles' products and services to new and existing customers, both in-person and virtually.
- Creating new business opportunities with potential customers.
- Developing strategic sales plans for selected customer base and market segment
- Presenting to customers, directing and assisting in preparing concept drawings, pricing, and proposals.
- Reporting and hitting performance metrics and goals.
- Addressing and resolving key accounts' packaging equipment system needs.
- Acting as the main point of contact between customers and internal teams.
- Communicating and collaborating with the applications engineering and sales team and the project execution team to ensure customer needs are met.
- Compiling reports on account progress, goals, and forecasts for sales group and stakeholders.
- Logging and regularly updating the proposal information in the sales tracking system and CRM.
- Engaging vendors and suppliers.

*Successful candidates should be able to:*

- Establish relationships with key accounts, both existing and new.
- Work effectively with the internal team to develop and deliver winning proposals and solutions.

# WEBB-STILES COMPANY

Main Plant & Corporate Office  
675 Liverpool Dr.  
Valley City, OH 44280  
(330) 225-7761

**WEBB-STILES.COM**  
**SALES@WEBB-STILES.COM**

Southern Division  
700 Industrial Pkwy  
Gadsden, AL 35903  
(256) 492-6642

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- Communicate with the internal team on all active projects, critical needs or obstacles, and forecasting information.
- Negotiate contracts and put Webb-Stiles Company in the best position to win new projects.

### Qualifications:

- Bachelor's Degree or equivalent experience is required.
- Experience in capital equipment sales and business development is a plus.
- Previous sales experience (3-5+ years) in industrial equipment and/or material handling equipment.
- Mechanical aptitude with excellent written and oral communication skills.
- Proficient in Microsoft Office.
- High-energy self-starter with a passion for people and selling.
- Deadline-driven and detail-oriented.

**Schedule:** Day shift

**Work Remotely:** No

**Travel:** Appx 25% (Required)

**Job Type:** Full-time

**Salary:** Base plus Commission

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