

Position: Sales Manager

Company Profile

For more than 50 years, M-E-C Company has supplied drying systems to a variety of industries including engineered wood products, biomass energy, agriculture food processing and municipal sludge. Our dryer systems are drying products such as wood shavings, grasses, algae, sawdust, chips, bark, particleboard furnish, MDF fiber, OSB strands, hogfuel and wood flour. M-E-C has designed, manufactured and serviced more than 560 successful drying systems in the U.S.A., Australia, Canada, China, Chile, Finland, India, Ireland, Japan, Korea, Malaysia, Mexico, Peru, Philippines, Sweden, Taiwan, United Kingdom and Venezuela.

Job Purpose

The Sales Manager is responsible for making face-to-face sales calls on customers and prospects primarily in the United States and Canada. Due to the nature of this position, extensive travel is involved.

Duties and Responsibilities

Essential duties and responsibilities include, but are not limited to:

Management

- Promote, foster and adhere to the Company vision
- Actively share and promote the Company mission with others in the organization.
- Act as key player to assisting in the establishment of quality control standards.

Control

- Make no compromises in the face of customer satisfaction.
- Work directly with engineering department from concept to completion on all projects.
- Develop sales strategy, schedule and execution methods.
- Support the project's cost, making certain that the projected cost is respected and all attempts are made to achieve/surpass it.
- Adhere to plans and operating methods/procedures designed to eliminate manufacturing, shipping, construction, and maintenance problems, improve product quality, and efficiently utilize resources and materials.

Employee Development

- Coach, develop and manage all direct reports. Evaluate performance of direct reports, promote Company policies, culture and continuous improvement initiatives. Provide leadership to a group of several salaried employees.
- Oversee training activities and succession planning for employees within his/her departments, ensuring that employees are instructed on the proper methods and techniques for their position(s).

Required Qualifications

- Bachelor of Engineering (Mechanical, Electrical or Chemical preferred)
- Minimum of 5 - 10 years progressive supervisory, management or sales experience preferred.
- Knowledge of thermodynamics, environmental compliance and manufacturing techniques.
- Strong communication, interpersonal and leadership skills.
- Ability to prioritize, plan and organize.
- Ability to assess and make decisions in urgent and demanding situations.
- Proficient in the use of computers (ie: Microsoft Office).

Location: Neodesha, Kansas

Compensation: 60K to 75K plus bonus plan

Relocation: Yes

M-E-C Company
P.O. Box 330
1400 W Main St.
Neodesha, KS 66757

Office: 620.325.2673
www.m-e-c.com