

Drake Plastics Ltd. Co.

Position: Sales Engineer / Technical Sales Specialist

Job Status: Full-time

Location: Cypress, Texas (NW Houston)

About the Company:

Drake Plastics is a specialized manufacturer of high-performance plastics located in Cypress, Texas. We are an industry leader and global supplier to companies in most major business sectors, including aerospace, medical, semiconductor, and Oil & Gas.

About the Sales Engineer/ Sales Specialist Position:

We are seeking a driven individual with strong technical aptitude and sales skills to help our customers specify and purchase the best material for their application. Technical training and plastics industry experience are strong pluses. Primary responsibilities will be to develop and manage existing OEM and MRO customer relationships as well as developing prospects leading to more business.

Primary Responsibilities:

- Develop, nurture, manage, and grow customer relationships and accounts
- Collaborate with R&D, Manufacturing, Customer Service, and Suppliers to develop customer solutions, quotes and proposals
- Develop and present marketing and technical information to customers
- Participate in industry conferences, organizations, and joint projects as assigned
- Develop, execute, and report on sales strategy for assigned accounts

Primary Competencies/Qualifications:

- Excellent listening and communication skills (oral and written)
- Energetic, self-motivated, results oriented professional
- Excellent negotiation skills with a keen sense of value
- Organized multi-tasker
- Team player and problem solver with strong technical aptitude, including the ability to understand technical drawings
- Engineering degree preferred, or technical/mechanical aptitude with 4 years of related work experience
- 2 year quoting and 2-5 years of successful sales experience, preferably in plastics manufacturing or distribution
- Ability to travel as required, up to 30%

Benefits:

Drake offers a fun and stimulating work environment with a competitive base salary / incentive compensation, group health plans, paid time off plan, Holidays, paid shut down period, and 401(k) Retirement Plan.

Applicants should submit a cover letter and resume with evidence of successful work experience and capabilities to Jobs@drakeplastics.com – No walk-ins please.

