

# 30 Years

of Active Powder Handling  
and Containment out of the Box



1987 ||||| 1997 ||||| 2007 ||||| 2017 |||||

## Outside Sales Engineer at Dec-USA, Inc., Brick, NJ

We are looking for an Outside Sales Engineer to join us for a permanent opportunity. Dec USA is part of the Swiss based Dec Group, one of the world's leading suppliers of powder handling and process containment systems. We develop and produce plants and systems for the pharmaceutical, chemical, food and cosmetic manufacturing industries. 250+ employees work on contributing to the success of Dec Group with subsidiaries in Europe, Asia and America.

### Summary

The Outside Sales Engineer is responsible for identifying and securing new project opportunities within a given geographical territory. The individual strengthens relationships with existing clients and seeks for relationships with new clients. Customer interaction will typically involve onsite in-person meetings, facility audits and technical presentations. The Outside Sales Engineer works closely with the back office team to establish proposal strategy and prepare for smooth project execution upon award.

### Responsibilities

- Sell Dec products and services by managing major and developing accounts
- Prospect and penetrate new customers to meet/exceed sales goals
- Prepare visit reports by collecting, analyzing and summarizing information
- Negotiate and close contracts
- Develops and maintains strong relationships by providing support, information and guidance
- Maintain sales forecast
- Represent the company at shows to promote products and increase brand awareness

### Requirements

- Engineering degree
- Ideal candidates will have some years of prior experience in a similar role with a well-established network of contacts in the pharmaceutical and chemical industries
- Ability to persuasively demonstrate the features and benefits of Dec products
- Excellent communication skills both verbal and written
- This position requires regular travel within North America and sometimes Europe for customer support during FATs, product trials etc.

### We offer

- A stable and independent position within an international and dynamic work environment
- Attractive salary conditions
- 401(k) participation
- Remote office possibilities

**Please address your job application to: Julia Taylor, HR Dec USA, [j.taylor@dec-group.us](mailto:j.taylor@dec-group.us)**

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