



Field Sales Engineer—Central Region

JAX INC. is a privately held lubricant manufacturer of high-technology industrial, synthetic, and food-grade lubricants that distributes worldwide. We produce conventional and extreme-performance synthetic lubricants for industrial, manufacturing, transportation, construction, food processing, and numerous other industry segments.

We currently have an opening for a **Field Sales Engineer** for the central region. This position would be best based in a home office in the central Texas area for covering Texas, Oklahoma, and southern Arkansas. This position will require 50% travel or more and offer salary plus commission opportunities. Pre-employment and random drug testing are required.

SUMMARY:

As a JAX Field Sales Engineer you will be responsible for prospecting new clients, developing great working relationships with end-users as well as distribution accounts, and closing sales. You should also be able to work closely with our customer service group and help maintain long term client business. An ideal candidate would have a background of industrial lubrication or lubrication equipment sales calling into distributor and end user accounts.

RESPONSIBILITIES:

- Provide pre- and post-sales technical support for JAX direct and distributor sales
- Monitor & support customers and provide remote and on-site customer support
- Assist customers' maintenance personnel to successfully incorporate JAX lubricants in their facilities
- Answer technical inquiries from existing and prospective customers with proper documentation and timely feedback/analysis
- Develop and present materials at technical seminars, tradeshow and distributor training
- Provide the JAX technical department and regional managers with customer requirements to define potential new products and opportunities

MINIMUM QUALIFICATIONS:

- Proficiency with typical office software
- Strong customer presentation skills
- Positive attitude and ability to work in a team setting
- Self-motivated and ability to deal with pressure in a fast moving, successful organization

PREFERENCES:

- Minimum of 3-5 years lubricant sales experience
- Experience with a CRM system

If you are interested in this opportunity, please forward a resume to swsales2012@jax.com.

JAX INC.

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