

Inside Sales Engineer



Position Overview:

The person in this role will be acting as a liaison between customers and operations.

We Are...

An ISO 9001 certified, privately-owned, family business with over 68 years of experience in the aluminum foundry industry. Eck excels in light-weighting, high temperature aluminum alloys, and in complex castings.

With a foundation of quality, Eck delivers aluminum castings to customers in the military, hybrid vehicles, commercial trucking, aerospace, medical, industrial and energy markets.

Eck Industries is known for innovation and developing methods to cast challenging alloys and components.

With an average service level of 17 years our employees clearly make a difference in our company.

For those interested in joining our team we strive to make new employees transition as smooth as possible. An example of this no waiting period for health insurance benefits!

Essential Functions

- Timely documentation, tracking and completion of all customer quotes.
- Accurate analysis of costs to ensure bottom line margin goals.
- Thorough understanding of the facility's manufacturing capabilities, supply chain and costing system.
- Willingness to travel to customers and supply chain partners.
- Review and enter all customer purchase orders.
- Enter and track accounts receivable on customer accounts.
- Issue tooling work orders as needed.
- Interdepartmental collaboration with manufacturing and engineering to ensure best practices are quoted.
- Resolve customer issues or difficulties in a manner that is consistent with the company mission, values, and financial objectives.
- Maintain professional business relationships with target or assigned accounts.
- Provide status of ongoing projects and future projects.
- Identify and communicate customer's needs and sales opportunities to help future growth.
- Enter customer orders into ERP system.

Desired Skills and Experience

- A Bachelor's Degree in Engineering or 2-5 years of relevant work experience is required.
- A candidate must be able review and understand complicated customer drawings and specifications in order to establish a casting method, manufacturing plan, and cost.
- The position requires excellent communication, organizational skills, good computer skills, and an energetic person to grow within Eck Industries.
- Foundry knowledge and experience not required but strongly desired.

Interest applicants please submit application materials to:
mindy.bauknecht@eckindustries.com