



Mechanical Engineer/Sales – Buffalo, NY

Niagara Controls (www.collinspipe.com), a division of The Collins Companies is a manufacturer's sales representative a firm that is responsible for the distribution of control valves and engineered products to the industrial gas market. This position will influence the selection and sizing of products for Praxair, the largest industrial gas supplier, and service company in the World.

About our parent company: The Collins Companies, founded more than 80 years ago, is a family-owned company and one of the oldest PVF firms in the industry. Headquartered in East Windsor, CT, we maintain eight other branch locations in Maine, Massachusetts, and New York. We have seven degreed engineers on staff and also operate four-valve automation centers where we build and test in excess of 3000 control valve assemblies every year.

Collins executives have built the company by encouraging every employee to "think like an entrepreneur" and they back that statement up by sharing a significant percentage of their annual profits with every single member of their team. Because of this philosophy, the average tenure of a Collins associate is more than 19 years. In addition, Collins officials credit much of the company's success to a flat management structure that allows each associate the freedom to think for themselves on how to best serve their customer, their company and ultimately themselves.

About the job:

This is an inside technical sales position responsible for the sales and promotion of engineered products. Working as a team, assisting both the Executive team and outside account managers, you should want to use your background in mechanical engineering to maximize sales on every project. This position requires strong customer-facing and Project Management skills. Most training will be acquired on the job.

Responsibilities:

- Provide ongoing communication and technical support to our customers and outside sales team which will require knowledge of our complete line card. Be able to upsell the project.
- Prepare project bids involving specification review, application engineering for manual and automated valves, vendor input, pricing, terms, and conditions.
- Manage projects thru shipment that would involve contract administration, purchasing, and logistics for domestic and export requirements.

Qualifications:

- Must have a B.S. in an Engineering discipline, preferably Mechanical or equivalent industry experience.

- Recent graduates should have some course work in thermodynamics or fluid dynamics.
- Strong written, verbal and phone communication skills.
- Proven ability to develop (and maintain) strong customer relationships.
- Strong planning skills with the ability to work independently as well as the desire to want to work amongst a strong team.
- Demonstrated ability to multi-task, assign effective priorities to tasks and to operate with a certain level of autonomy is needed.
- Positive attitude, good judgment and high energy are required for this position.