



**Industrial Sales Engineer
Wichita, KS.
Full-Time**

About Hall Industrial Services

Hall Industrial has been providing a variety of specialized heavy lift transportation, machining, fabrication, and repair services & support to industry since 1984! We are a small individually owned company looking for highly motivated individuals to join our team! We work hard to keep the reputation of quality and integrity we've built over the years. Our company goal is to provide solutions to typical and difficult moving, installation and relocation projects and provide cost effective solutions for the repair and modification of machinery.

About This Role

We are seeking a dependable and motivated Industrial Sales Engineer, with knowledge in the Manufacturing and Industrial sectors, to meet with customers and provide solutions for their machinery and equipment moving needs. This position will communicate with new and existing customers to discuss the scope of work and develop pricing and scheduling proposals.

- Schedule and participate in meetings with new and existing customers to determine their needs.
- Confirm a scope of work for bid
- Prepare possible solutions and provide estimates and proposals, in a timely manner

Qualified Candidates Must Have

- Applicants need to have a valid driver's license
- High degree of knowledge of machine tools, manufacturing methods, industrial plant equipment, heavy construction, rigging industry, compressors, material handling systems, etc.
- Must have good knowledge of heavy construction processes and the ability to solve removal and installation challenges
- Must have the ability to interact with customers and problem solve effective solutions for the installation and relocation of manufacturing and industrial equipment
- Must have a high degree of ability to provide solutions and gain customer confidence as related to a multitude of projects
- Must be self-motivated and tolerance driven; able to work without close supervision
- Need to have strong written and oral communication skills; sales experience preferred
- Proficient computer skills are mandatory; engineering software proficiency is a plus, but not required
- Ability to work well with others in high stress situations
- A background in civil or mechanical engineering is a plus, but not a requirement
- Willingness to work overtime if/when necessary

Working Conditions & Physical Demands

- Working conditions vary day by day and require both indoor and outdoor activities.
- Must be able to exert 50 to 75 pounds of force occasionally, and/or 30 to 50 pounds of force frequently. The employee is regularly required to sit, stand, drive, walk, talk, and listen. The employee is frequently required to use hand to fingers, handle, or feel; reach with hands and arms; climb or balance; sit, bend, stoop, twist, kneel, squat, or crawl. Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception, and ability to adjust focus.
 - o This position is physically demanding

*Any compensation range provided for a role is an estimate determined by available market data. The actual amount may be higher or lower than the range provided considering each candidate's knowledge, skills, abilities.