**About the job – Sales Engineer**

**NextStep Global Solutions is a Distributor of Tires and Flatproofing solutions. We are looking for a Sales Engineer in Mesa, AZ for the Western part of the US and Latin America.** Contact: [hr@nextstepgs.com](mailto:hr@nextstepgs.com)

**Duties and Responsibilities:**

* Demonstrates products and services to existing/potential customers and assists them in selecting those best suited to their needs.
* Coordinates sales effort with marketing, sales management, accounting, logistics and technical service groups.
* Supplies management with oral and written reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
* Specialize in understanding all of the technical aspects the product.
* Keeps abreast of product applications, technical services, market conditions, competitive activities, advertising, and promotional trends through the reading of pertinent literature and consulting with marketing and technical service areas.
* Consult with customers and engineers to assess equipment needs and to determine system requirements.
* Participates in trade shows and conventions.
* Conducts commercial/sales trainings. Write proposals, provide technical support, and train customers on the use the product.
* Conducts full technical trainings
* Analyze products and tires failures and issue warranty claims.

**Required Skills/Abilities/Knowledge:**

* Bachelor’s degree (Industrial Engineering)
* 6 months of training required in Flat Proofing Technology, equipment, LATAM Market and tires
* 5 years of employment experience with installation, maintenance and support of equipment for tire filling and tire flat proofing
* Flat proofing processing certification
* Mandatory additional languages: Fluid Spanish, Fluid English and Basic Portuguese
* Skills in OTR and Industrial Tires

**Working Conditions:**

* The majority of work is performed at the customer job site. Working conditions can vary based on location. Travel to Latin America, Africa, Brazil, Central America, The Caribbean and US West is required. Must be able to travel by car or plane as needed with minimal notice at times.
* Standard hours are Monday through Friday, 8 a.m. to 5 p.m., but additional hours may be necessary in order to complete repairs or assessments. Travel may take place outside of normal business hours.

**Wage:**

**$156,000.00 USD** per year