

## Exciting jobs in the field of gear and drive technology!

**Framo Morat** is a market leader for high-quality gearing technology and drive solutions. Headquartered in Eisenbach within the Black Forest region of Germany, Framo Morat serves our customers through the entire design process – determining specification requirements, product development & design, prototyping, testing, assembly, and mass production. **Framo Morat, Inc.** is the US subsidiary and is based in Duluth, GA. FM Inc. is seeking a **Sales Engineer** focused on the wide portfolio of products (worm gear technology, planetary gearboxes, linear actuators, linear chain systems, wheel hub drives, as well as customized drive solutions).

### Job title: Sales Engineer (m/f/d)

#### Essential Responsibilities / Duties:

##### • Strong communication skills

- Be able to take complex topics and explain them in simple terms
- Frequently make presentations to engineers as well as management and executives
- Prospecting & “mining” new business applications & industries
- Build strong customer relationships through “relationship consulting”

##### • Willingness to travel (25-50%) domestically as well as occasional travel to Germany

- Including 3-6 months in the first 2 years for training in Germany

##### • Intelligent and curious

- Technically interested in the products and customers applications
- Creative and innovative thinker

##### • Technical knowledge and or the ability to learn

- Mechanical motion: gears, motors, etc...
- Firm understanding of electronics / control systems

##### • Organization

- Initiate sales activity with top level management in target industry accounts and coordinate cross functional sales team
- Recommend focused marketing activities for the target industry and target accounts
- Manage partnerships with internal & external resources at Framo Morat, Inc. to accomplish objectives

#### In the performance of their respective tasks and duties all employees are expected to conform to the following:

- Analyze market data and focusing Framo Morat's sales resources to achieve annual sales growth
- Manage & grow sales directly & via external sales representatives
- Perform quality work within deadlines with or without direct supervision
- Interact professionally with other employees, customers, and suppliers
- Work effectively as a team contributor on all assignments
- Work independently while understanding the necessity for communicating and coordinating work efforts with other employees and organizations
- Follow company safety policies and procedures
- Obtain necessary training in the USA and Germany, to be effective in the job
- Participate in meetings with customers to discuss their application details  
This will be a combination of over the phone, webinars, and/or site visits
- Coordinate with Project Engineers, Design Engineers, Project Managers, Purchasing, and Production teams
- Research options and possible solutions to meet objectives
- Performs additional duties as requested

#### Qualifications

This person needs to have a at least a general understanding of mechanical and electrical power transmission components, knowledge of mechanical, pneumatics, and hydraulics, simple machine controls, and electric motors. Some exposure to CAD on Inventor, Solid Works, or Pro-E. Some prior experience in sales and project management.

#### Minimum Qualifications:

- **Education:** Bachelor's Degree in Engineering or Business
- **Experience:** 2-5 years prior sales experience selling technical products
- **Skills:** Mechanical aptitude in electromechanical components and computer competency in Microsoft products

#### Special Position Requirements:

- Ability to get a Passport
- Travel to Germany for training and meetings, and around the USA as needed.  
(Training might include 3-6 months in Germany during the first year)

#### Preferences:

- Bi-lingual in English/ German
- Engineering background
- Knowledge of mechanical gears, their manufacturing processes, and uses
- Controls background with control signals and PLC basics

#### Work Requirements:

- Clean driver's license
- Ability to pass a criminal background check
- This position is for our Duluth, GA location, a relocation will not be considered

#### What makes this a great opportunity?

- Assumption of a key position in a growing strategic market for the Franz Morat Group.
- The chance to be a key stakeholder with a global industry leader in precision drive technologies.
- An entrepreneurial environment empowering you to own your work by leading and growing the business you are responsible for.
- A corporate culture that encourages collaboration, creativity and initiative.

#### Have we sparked your interest?

We look forward to receiving your application documents including your salary expectations and availability via e-mail to: **b.hwang@framo-morat.com**  
Please contact **Mr. Bret Hwang** at **470-705-9699** if you have further questions.

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