

Position: Sales Engineering Coop
Business Unit: T&B
Department: Sales
Reports To: Director of Sales
Status: Full Time
Assignment Term: Fall 2019/Spring 2020
Location: Melink Headquarters, 5140 River Valley Road, Milford, OH 45150
Start Date: Based on student availability



Responsibilities to include:

New Business Development

- Assists team in estimating and developing sales proposals with new and existing customers.
- Enter sales orders and assists with project management of technicians in the field.
- Works with Business Development Manager in identifying and executing on new business opportunities. Assist in the development of detailed new business account plans for specific customers and/or markets. Gathers data to help set annual and long-range objectives for each opportunity and outlines the strategies and actions to achieve them.
- Identifies opportunities to strengthen relationships with existing customers via people, processes or new technologies

Business Analysis

- Works with internal and external stakeholders to understand market and customer needs. Uses data mining skills across a variety of information resources to identify key trends, validate hypotheses and solve business problems.
- Co-leads primary and secondary market research efforts to support assigned projects and initiatives. Provide presentations to management for approval, feedback, and identification of next steps, which could include developing a business case.
- Monitors key sales and profitability metrics and reports on trends and opportunities to management.

Marketing Planning

- Creates or supports the creation of various marketing presentation material, collateral or communications materials, analytical reports and other initiatives as required

Qualifications:

- Strong and unabashed networker and seeker of business information both internal and external to the company
- Highly motivated, high emotional intelligence, positive attitude, outgoing, naturally curious and a service leadership philosophy
- Must have a commitment to excellence and integrity in all respects
- Must possess a strong work ethic and a high level of self-accountability
- Engineering or Technology course of study with an interest in marketing, business analytics, market research or customer science
- Excellent written and verbal communication skills
- Proficient in MS Office (Excel, Word, Power Point)

Please submit resume to awoods@melinkcorp.com
Attention: Alyssa Woods, HR/Marketing Coordinator
Subject Line: Sales Engineering Coop –Fall 2019/Spring 2020