



CUSTOM STAINLESS STEEL TANKS & ASME PRESSURE VESSELS

WE'RE HIRING! SALES ENGINEER

ROCKLAND, ME

Join Steel-Pro Incorporated and become an employee-owner at the Northeast's foremost manufacturer of custom stainless steel tanks and ASME pressure vessels.



100% EMPLOYEE-OWNED

Your work. Your ownership.
Our future.



STEEL-PRO CULTURE

We are a 100% employee-owned company heavily invested in the professional and personal success of our employee-owners.

We offer a great benefits package and a fast paced, dynamic work environment. We are revamping our estimating, job tracking, and production processes with plans to build a new facility within the next three years.

We would love for you to join our team and become an employee-owner!



OUR GOAL & HOW WE ACHIEVE IT

Our goal is to design and fabricate the highest quality custom equipment at the best value and delivery for our customers and to provide a safe work environment for our employee-owners and visitors alike. We rely on each individual employee-owner to contribute to reaching this goal by bringing a unique skill set to work each day and to adhere to our core values:

- Provide a safe environment for employees and visitors.
- Value the importance of fairness, honesty, integrity, respect and accountability for our actions and decisions.
- Continuously improve in all aspects of our business.
- Value teamwork and employee's commitment to Steel-Pro.
- Consider our customers and suppliers valued "business partners" and act accordingly.



WHAT WE OFFER YOU

- ✔ A fulfilling career with many avenues for success
- ✔ A competitive salary
- ✔ A comprehensive benefits package
- ✔ A dollar for dollar 401(k) match up to 4%
- ✔ Added employee-ownership retirement benefit
- ✔ Profit Sharing
- ✔ Opportunity to serve on our internal Employee Ownership Communication Committee

This position is offered as an in person, hybrid, or remote position.



HOW YOU CAN HELP

1. Lead customer engagement from initial inquiry through final quotation, working directly with customers and/or Project Managers to gather all required information and ensure a clear understanding of project requirements.
2. Develop complete and competitive quotations, including bills of material, labor estimates, lead times, and documented assumptions or exceptions.
3. Coordinate anticipated delivery schedules with Production, Project Management, and key stakeholders to ensure quotes are realistic, achievable, and meet customer needs.
4. Collaborate with Engineering and Quality Control to validate design requirements, specifications, and compliance considerations.
5. Continuously improve quoting processes to enhance accuracy, consistency, and turnaround time.
6. Track and analyze quoting performance, including win rates and estimated versus actual project costs/hours, to drive continuous improvement.
7. Ensure a seamless transition from sales to execution by clearly communicating project scope, assumptions, and requirements to Project Managers upon receipt of purchase orders.
8. Maintain current cost data, including labor and supply chain inputs, and update quotation models as needed to remain competitive.
9. Develop and maintain strong relationships with customers, suppliers, and internal teams to support a responsive, cost-effective, and market-aligned sales process.
10. Maintain a strong understanding of market conditions, including competitor activity, pricing trends, material costs, and customer demand, to inform strategy and ensure competitive positioning.



WHAT MAKES YOU QUALIFIED

REQUIRED QUALIFICATIONS

1. Bachelor's degree in Engineering (Mechanical, Industrial, or related field) or equivalent combination of technical education and relevant experience
2. Excellent verbal and written communication skills
3. Ability to manage multiple priorities, projects & deadlines
4. Ability to comprehend customer and internal drawings

PREFERRED QUALIFICATIONS

1. Knowledge of ASME Section VIII, AWS codes, or similar industry standards
2. Background in pressure vessel, heavy fabrication, or custom industrial equipment
3. Basic SolidWorks knowledge
4. Familiarity with Epicor Kinetics ERP or similar
5. Familiarity with supply chain sourcing and subcontractor management
6. Experience analyzing cost data and improving estimating accuracy
7. CRM experience and/or exposure to full-cycle sales responsibilities
8. Knowledge of market pricing trends and competitive positioning



LOCATED IN ROCKLAND, ME

Proudly designing and fabricating high-quality equipment in Maine for customers across the country.



**READY TO BUILD
SOMETHING GREAT?**

Apply today and become part of the Steel-Pro team!



APPLY ONLINE:
steelprousa.com/careers

Steel-Pro is Looking For:

A Sales Engineer to serve as the primary owner of the sales cycle from initial customer engagement through final quotation. This role is responsible for developing customer relationships, understanding project requirements, and preparing accurate, competitive quotes. The Sales Engineer will review and process RFQs, maintain strong knowledge of material and subcontractor costs, and continuously develop a cost-effective supply chain. This position ensures quotations are timely, consistent, and aligned with project goals and customer needs, enabling successful project execution. The Sales Engineer role is designed as a growth position, with a clear path toward advancement into Sales Management or Business Development within the company.

Steel-Pro Culture:

Steel-Pro is the Northeast's foremost manufacturer of custom stainless steel tanks and ASME pressure vessels. As a 100% employee-owned business, our culture is heavily invested in the professional and personal success of all our employee-owners. As an employee-owner, you can make a difference through your work and have a direct impact on the company's goal to serve our customers, continue to grow a successful business, and provide you with a rewarding career and the room for a fun and meaningful personal life.

We offer a great benefits package and a fast paced, dynamic work environment. We are currently revamping our estimating, job tracking, and production processes with plans to build a new facility within the next three years. We would love for you to join our team and become an employee-owner!

Our Goal and How We Achieve It:

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A competitive salary.

A comprehensive benefits package.

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Profit Sharing.

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