

Koops, Inc.

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## **Business Development Sales Engineer**

**Coordinates Internal Quoting Activities**

**Holland, MI**

**Koops Inc.** designs and manufactures custom factory automation equipment and systems. Koops is a 100% employee-owned ESOP company.

### **Job Description:**

The Business Development Sales Engineer plans, directs, and coordinates the development of business proposals to potential and existing customers.

### **Products:**

Assembly Cells, Robotic Systems, Test and Quality Assurance Equipment, Product Handling Systems, Process Automation, and Lean Manufacturing Workstations.

### **Responsibilities:**

The Business Development Sales Engineer develops relationships with new and existing customers and is the key customer contact for proposed projects. Listens to customer needs, collaborates with mechanical and controls engineers and project managers to develop and present solutions incorporating design concepts, cost and timing scenarios. Provides technical advice and resolves design and manufacturing issues in the concept phase of the program. Plans and manages customer/program portfolio according to the company's market development strategy.

### **Qualifications:**

Four-year college or university degree in Engineering; four years related experience and/or training; or equivalent combination of education and experience. Continually develops relevant knowledge, techniques and skills. Some travel is required.

### **Candidate should have:**

Four-year degree and related experience in Engineering  
Experience using 3D CAD software (eg. SolidWorks) is preferred

**To apply, send resumes to [recruiting@koops.com](mailto:recruiting@koops.com)**