



**Advanced Machine & Engineering**

2500 Latham Street  
Rockford, Illinois 61103  
United States

P: +1.815.962.6076  
F: +1.815.962.6483

[www.ame.com](http://www.ame.com)

✉ [jobs@hennig.ame.com](mailto:jobs@hennig.ame.com)

## REGIONAL SALES MANAGER

ADVANCED MACHINE & ENGINEERING CO.

Advanced Machine & Engineering (AME) is a global leader in machine tool components and metal cutting machines for over 50 years. With strong core values supporting STEM (Science, Technology, Engineering, and Math) education, AME's robust apprenticeship and community outreach programs ensure a secure, innovative environment that supports AME facilities and the development of the American manufacturing movement.

### RELATION TO COMPANY POLICY AND OBJECTIVES

- This position is important in enabling AME to meet the company's quality policy and objectives.
- This position helps customers identify which of our products would satisfy their requirements, which leads to customer satisfaction. It also provides service/support as required by our customers.

### GENERAL DESCRIPTION

- Responsible for communication with assigned accounts - verbal and written
- Responsible for preparing quotations to assigned accounts
- Responsible for entering orders for assigned accounts
- Responsible for sales and marketing activities with the assigned accounts
- Responsible for traveling to assigned accounts
- Interact with all departments of the company to facilitate a positive customer relationship with the assigned accounts
- Responsible for working with vendors to source key components, keeping purchasing informed of relevant details
- Authorized to request changes to the quality system, in order to facilitate improvement or to enhance customer satisfaction
- The employee will be required to follow other job-related procedures and to perform other job-related duties as indicated in the AME quality manual, procedures, and work instructions

### QUALIFICATIONS

- **EDUCATION** Four-year college degree or four years of experience in related field
- **TRAINING** Two week in-house shop floor orientation upon joining AME
- **SKILLS** Proficient with M2M, Excel, Word, Windows; Mechanical aptitude, strong organizational skills and proficiency with verbal and written communications
- **EXPERIENCE** Seven years in a related position if no college degree; Experience with marketing products to machine tool builders and users
- **WORKING CONDITIONS** Normal office environment





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**REGIONAL SALES MANAGER**  
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**BENEFITS PACKAGE**

We offer an outstanding benefit package, including the following:

- Medical, Vision and Dental Insurance
- Company Paid Life Insurance
- Disability Insurance
- Flexible Spending Accounts
- 401(K) Retirement Plan with company match and profit sharing
- 10 Paid Holidays
- Supplemental Insurance Benefits (Accident, Cancer)
- Company Events: Annual Employee Appreciation Dinner & Dance, Summer Picnic, Steak Fry, Thanksgiving Feast, Birthday Recognition Gift, Years of Service Awards, Performance Bonus Plans.

Interested applicants may send their resume and salary history to:

✉ [Deb Boland—jobs@hennig.ame.com](mailto:Deb Boland—jobs@hennig.ame.com)

*No phone calls please. Visit our website at [www.ame.com](http://www.ame.com).*

*Advanced Machine & Engineering is an Equal Employment Opportunity (EEO) employer.*