



PURPLE PLATYPUS  
ADVANCED 3D SOLUTIONS

## **3D Sales Engineer** *Arizona & Nevada*

### **Description:**

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Are you ready to be a part of a talented team of industry professionals? Are you an enthusiastic, solutions-focused, sales-driven professional that is looking for a position with excitement and variety? Due to our continued success in delivering the highest level of additive manufacturing solutions in every market, Purple Platypus and Purple Porcupine is expanding our team of 3D Printing Sales Engineers!

Our Sales Engineers promote a wide breadth of products and services, leveraging their expertise and experience which is second to none. You'll work closely with the development departments of the country's most recognizable and progressive businesses to help them bring their newest products to market.

### **Responsibilities:**

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- Industrial 3D printer and printed parts sales in Arizona and Nevada
- Respond to and develop incoming sales leads
- Travel to customer sites for consultations
- Develop strong, long-term customer accounts
- Research, prospect and convert new and valuable customer accounts
- Liaise with Purple Platypus application engineers on customer applications and projects
- Support marketing events and trade shows

### **Requirements:**

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- Demonstrates ability to exceed sales goals in a fast-paced, and dynamic sales position
- Ability to work with C and mid-level management at strategic accounts
- Closing new business on a monthly and quarterly cycle
- Diligently maintaining and tracking sales stage status in CRM
- Ability to work successfully with prospects to understand their needs and prioritize and manage requests across multiple organizations
- Ability to interact and communicate with all levels of an organization, as well as external suppliers and vendors
- Excellent verbal, presentation, and written communication skills
- Proficient in PC, Windows Programs, and Salesforce CRM system

### **Skills & Abilities:**

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- A great disposition with an energetic approach to business is a MUST!
- Strong people skills
- Strong presentation skills
- Technical aptitude



## **Education & Experience:**

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- BA/BS degree preferred and/or equivalent work experience selling in a similar environment
- Min 3 years work experience is a plus
- Mechanical design experience is a plus
- Experience with 3D printing or an associated field is a plus

## **Location**

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This position is remote in Arizona or in-person at our Tech Center in Irvine, CA.

## **We offer our employees a comprehensive benefits package:**

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- Paid vacation and sick leave
- 401(k) retirement plan
- Medical, vision, and dental insurance

## **About Purple Platypus:**

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Purple Platypus is the premier Stratasys 3D printer reseller in California, Arizona, and Nevada. We also sell and support these industry leading products: Onulis 3D Printers, eviXscan 3D Scanners, Roland DGA Milling Machines, ProtoMAX Waterjets, and Materialise Software. Purple Porcupine, the sister company of Purple Platypus, is the industry leader in 3D printing and engineering services utilizing all Stratasys 3D printing technologies. The Purple Tech Center is the largest 3D printer showroom in the Southwest region of the US.

With over 30 years of accumulated experience in the 3D Printing Industry, Purple Platypus provides their customers with extensive industry and product knowledge, expert engineering application consultation and solution-based technical support services.

Headquartered in Irvine, CA, Purple Platypus is the leading industry experts in additive manufacturing.

*Purple Platypus is an Equal Opportunity Employer.*