

Meet Our SALES ENGINEERS



It's not enough to make the industry's most innovative machines. We make a promise to our customers every day: incomparable integrity, craftsmanship and service, our legacy for more than 85 years. ELSNER's greatest asset is our team: the people who stand behind that promise. Our Sales Engineers are the first people most of our customers meet, and you can trust them to see that promise through.

ELSNIER[™]
— PURPOSE BUILT PRECISION —

As manufacturers of machinery that produces essential products, we are always looking for ways to maximize your uptime and provide the highest levels of service. It all starts with identifying the production challenges and coming up with solutions to those challenges. At ELSNER, that's what we do, and when you meet up with one of our Sales Engineers, you know they are experts in their fields and are ready to exceed your expectations in every way.

NOW LET'S MEET THEM...

JAY ROTH

DIRECTOR OF SALES & CUSTOMER SERVICE



Jay has been with ELSNER in an official role since 1995. Over the years he's worked ELSNER throughout the company in a variety of positions: starting in the Machine shop and moving on to Engineering, he served as Mechanical Designer for 10 years and an Electrical Designer for over 2 years before moving into Sales.

For Jay, working at ELSNER goes far beyond just being employed here. It's a family legacy.

"I've been around ELSNER my whole life," Jay said. "My dad and my uncles worked here when I was growing up and I am proud to carry on that tradition with my brother, nephew and number of other relatives who also work here."

What's Jay do for fun? He loves coaching his sons and other local children in 3 levels of Lego Robotics Competition Team, FIRST. Reach him at jroth@elsnereng.com

MIKE LYNCH, SALES ENGINEER



Mike Lynch loves to sell big machines and he loves to make a big difference! He partners with key players in key industries to develop robotic and automated solutions that solve problems and generally make lives better.

"I like to work with my customers to understand their challenges and then find solutions for those challenges," Mike stated. "ELSNER's deep experience and expertise in engineering and designing machinery means we can help, regardless of whether the solution is simple or highly complex. I love being a part of that process."

You can track Mike down on one of the many great mountain bike trails in and around Baltimore, Maryland or email him at mlynch@elsnereng.com

KIRK BECKER, SALES ENGINEER

Kirk prides himself on having a "hands on" technical background. He began his career in technical roles, working in design, machining, and assembly. He then moved on to sales and program management.

"You could say that I'm that true 'two for one' person," Kirk says. "I've always had a passion for using both my hands and my head to develop creative solutions that deliver satisfaction to the customers I have the pleasure to meet and support."

Kirk aligned with ELSNER easily because ELSNER's values lined up with his own.

"One of my favorite things I like to share about ELSNER is not their 80+ years of designing and building innovative converting machinery, but their strong values of integrity, work ethic, and providing an unequalled service to their customers. It's how I have conducted my career and why I enjoy working at ELSNER."

Reach Kirk at kbecker@elsnereng.com



DAN FEESER SALES ENGINEER

Dan joined ELSNER having over 30 years of Sales experience. He believes in going above and beyond for his customers.

"My promise is simple," he said. "I'm always on the job for you and will do whatever it takes to make sure your investment in your machinery exceeds expectations."

Dan enjoys family time with his wife and two kids. He's a fan of vintage Nissan Z cars, recreational shooting and motorcycles.

Reach him at dfeeser@elsnereng.com



PURPOSE BUILT PRECISION, PURPOSE DRIVEN PEOPLE

After meeting our Sales Engineers, hopefully you see that our tagline "Purpose Built Precision" goes far beyond providing the right solutions. It's about being passionate about doing the right thing for our customers each and every day. That's why our company has been as durable as our machines.

With over 3000 machines in over 60 countries, we have been growing tremendously since we were founded over 85 years ago. Although we have been selling more machinery than ever, our true measure of success is the satisfaction of our customers. Our Sales Team will ensure success, every time.

