

Job Title: Sales Engineer

Automation Controls Engineering LLC is an industrial engineering company that provides machine control & automation designs to a variety of industries. We specialize in electrical drawings, programming of PLC's and HMI's, SCADA systems, robotics and much more!

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We are a newly developing company looking for an experienced sales engineer who can get us clients quickly to help grow and expand the business. This position is a full time position requiring travel to customer facilities. Salary will be based on commission and quarterly bonuses based on performance.

Sales Engineer Job Duties:

- Identifies current and future customer service requirements by establishing personal rapport with potential and actual customers and other persons in a position to understand service requirements. Provides product, service, or equipment technical and engineering information by answering questions and requests.
- Establishes new customer accounts and maintains existing accounts.
- Meets with clients in person or using web meetings to go over designs during all phases of the projects.
- Communicates customer specifications and project details between the customer and engineering.
- Prepares cost estimates by studying plans, and related customer documents; consulting with engineers, and other professional and technical personnel.
- Determines improvements by analyzing cost-benefit ratios of equipment, supplies, or service applications in customer environment; engineering or proposing changes in equipment, processes, or use of materials or services.
- Submits orders by conferring with technical support staff; costing engineering design and changes.
- Prepares sales engineering reports by collecting, analyzing, and summarizing sales information and engineering and application trends.
- Contributes to sales engineering effectiveness by identifying short-term and long-range issues that must be addressed; providing information and commentary pertinent to deliberations; recommending options and courses of action; implementing directives.
- Contributes to team effort by accomplishing related results as needed.

Qualifications

The ideal candidate must be:

- Self-motivated with a proven track record in industrial automation sales and knowledge of technology.
- Be able to secure several accounts in the first few months.
- Comfortable in the dynamic atmosphere of a technical organization with a rapidly expanding customer base.
- Possess strong presentation and communication skills.
- Organized and analytical, able to eliminate sales obstacles through creative and adaptive approaches.
- Must be prepared for extensive travel in Ohio and other locations in the United States.

- 5+ years relevant experience in industrial automation sales
- Experience and familiarity with PLC's & industrial automation controls
- B.S. in Electrical Engineering or a related field is strongly preferred