## COMPANY POSITION DESCRIPTION

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<th>Position</th>
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<td>Automation Sales Engineer</td>
<td>05</td>
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<td>August 2022</td>
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<td>Reports To: Sales Manager</td>
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### General Purpose of the Position
- The Automation Sales Engineer is primarily responsible for developing, executing, and supporting sales of automation solutions and products at assigned accounts.
- The Automation Sales Engineer analyzes customer requirements and offers solutions to generate new business at target accounts and at existing accounts.
- The Automation Sales Engineer helps customers achieve their automation and business objectives using their in-depth knowledge of our motion and robotic products.

### Required Skills and Abilities
- The ideal candidate has 5 years of technical sales and project management experience related to automation, mechatronics, or robotics.
  
  *or*

- The ideal candidate has 5 years of machine building and troubleshooting experience related to automation, mechatronics, or robotics.
- A degree in engineering, robotics, mechatronics, or physics.
- Adaptability and multi-tasking skills to respond effectively to situational changes and new information.
- Analytical skills to logically break down problems and propose innovative solutions.
- Self-management skills to take the initiative and be pro-active.
- Presentation, verbal, and written communication skills.

### Key Duties and Responsibilities
- Lead follow-up, prospecting, and networking to develop new accounts and cultivate strategic relationships at strategic accounts.
- Cultivate and qualify new business opportunities.
- Develop expertise in the products and solutions offered by Electromate. Products include servo & stepper motors/drives, motion controllers, rotary and linear actuators & feedback devices. Solutions include welding, palletizing and machine tending using collaborative robots (cobots) & robotic accessories.
- Liaise with internal team members, and with vendors, to support business development.
- Adhere to ISO and Quality Management System standards.
- Generate quotations, conduct commercial negotiations, and close the business.
- Meet sales targets and KPI’s jointly set, and agreed upon, with management.
- Provide exceptional service to maintain, and improve, Electromate’s reputation built over the past 35+ years.