



ELECTROMATE

Robotic and Mechatronic Solutions

ISO 9001: 2015 REGISTERED

COMPANY POSITION DESCRIPTION

Position: Automation Sales Engineer	Position Description No: 05
Reports To: Sales Manager	Page No: 1 of 1
	Revision Date: January 2024
	Revision Level: X

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 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 proactive.
 - 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, and feedback devices. Solutions include welding, palletizing, and machine tending using collaborative robots (cobots) and 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 KPIs jointly set, and agreed upon, with management.
- Provide exceptional service to maintain, and improve, Electromate's reputation built over the past 35+ years.