



ELECTROMATE

Robotic and Mechatronic Solutions

ISO 9001: 2015 REGISTERED

COMPANY POSITION DESCRIPTION

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| Position: Business Development Manager: Robotic Solutions | Position Description No: 05 |
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| | Revision Date: January 2024 |
| Reports To: Sales Manager | Revision Level: X |
| General Purpose of the Position <ul style="list-style-type: none">• The Business Development Manager: Robotic Solutions is primarily responsible for developing, executing, and supporting sales of automation solutions and products at assigned accounts.• The Business Development Manager: Robotic Solutions analyzes customer requirements and offers solutions to generate new business at target accounts and existing accounts.• The Business Development Manager: Robotic Solutions helps customers achieve their automation and business objectives using their in-depth knowledge of our cobot and robotic products. | |
| Required Skills and Abilities <ul style="list-style-type: none">• The ideal candidate has 5 years of technical sales and project management experience related to collaborative robots and/or automation systems. <p><u>or</u></p> <ul style="list-style-type: none">• The ideal candidate has 5 years of machine building and troubleshooting experience related to cobots, robots, and/or automation systems.• 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 <ul style="list-style-type: none">• 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 cobots, SCARA robots, and Linear Robotics. Solutions include welding, palletizing, screw insertion, thread checking, 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 KPIs jointly set, and agreed upon, with management.• Provide exceptional service to maintain, and improve, Electromate's reputation built over the past 35+ years. | |