



ELECTROMATE
Robotic and Mechatronic Solutions
ISO 9001: 2015 REGISTERED

COMPANY POSITION DESCRIPTION

Position: Jr. Automation Sales Engineer	Position Description No: 05
Reports To: Sales Manager	Page No: 1 of 2
	Revision Date: August 2022
	Revision Level: 1
General Purpose of the Position <ul style="list-style-type: none">• 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 <ul style="list-style-type: none">• The ideal candidate has 2 years of machine building and troubleshooting experience related to automation, mechatronics, or robotics.• The ideal candidate has 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 <ul style="list-style-type: none">• Lead follow-up, prospecting, and networking to develop new accounts and cultivate relationships at existing accounts.• 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 and conduct sales negotiations.• 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.	