COMPANY POSITION DESCRIPTION

Position: Jr. Automation Sales Engineer
Reports To: Sales Manager

Position Description No: 05
Page No: 1 of 2
Revision Date: August 2022
Revision Level: 1

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 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
- 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.