



An ATN Services Company

Professional Industrial Consultants

27600 Northwestern Highway ♦ Suite 260 ♦ Southfield, Michigan 48034
Office: 248.799.9601 ♦ Fax: 248.799.9607 ♦ Website: www.proindcon.com

AUTOMATION SALES ENGINEER- CHICAGO, IL # 21-441

JOB DESCRIPTION:

- The Automation Sales Engineer will develop and implement the roadmap to becoming an established bidder and preferred supplier of Automated Storage and Retrieval Systems to companies in the United States. This role requires strong technical and engineering involvement while focusing on long-term relationship building with our customers.

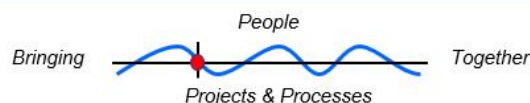
RESPONSIBILITIES

- Maintain and increase sales with existing customers and expand market penetration through development of new business.
- Prospect, identify, and contact potential clients to accurately assess client automation needs relative to the characteristics of their business.
- Effectively communicate information about automation products and services to clients' appropriate decision makers.
- Attend pre-bid meetings, validate specifications, and participate in the development of automation solutions that meet the customer's technical and commercial requirements
- Consult with internal resources, such as Legal, Finance, Sales (racking), Technical office, Purchasing, Production, and Operations, to evaluate client requirements and develop a comprehensive project proposal to ensure customer satisfaction and completion of customer projects while ensuring time, milestone, revenue expectations are met.
- Assist in the development of technical material, cost estimates, project and system handling concepts based on client needs, customer bid specifications, and Corporate proposal documentation.
- Deliver and present proposals and technical solutions to customers, participating in project review meetings with customers.
- Manage customer contract negotiations, NDA's, and commercial items during bid process, including terms, delivery, payment schedule, insurance requirements, etc.
- Understand the competition's technology and pricing strategy. Provide feedback to Management and Parent Company to facilitate R&D efforts and new product development in support of the US market needs.
- Maintain CRM database
- Travel in furtherance of responsibilities.

MINIMUM REQUIREMENTS:

- Bachelor's degree in Engineering
- Candidates must have integrity, be highly analytical, and have a strong desire to be deeply involved in the business. Candidates must be organized and methodical in their work, with the ability to learn quickly and adapt easily to change. Candidates must be able to persevere through difficult work challenges with the highest degree of dedication. Candidates must have strong interpersonal skills with the confidence to interact and communicate effectively with personnel from all levels of the organization
- At least 5 years of previous automation and capital equipment sales experience.
- Ability to travel domestically and internationally as needed
- Fluency in Spanish is valued.

♦ OVERALL PROGRAM / PROJECT MANAGEMENT
 ♦ MASTER PROGRAM / PROJECT SCHEDULING
 ♦ TECHNICAL SUPPORT / CONTINUOUS IMPROVEMENT
 ♦ ENGINEERING / FABRICATION / TESTING / LOGISTICS
 ♦ INSTALLATION / QUALITY / INITIAL ACCEPTANCE
 ♦ COMMISSIONING / LAUNCH / FINAL ACCEPTANCE



STAMPING / PRESSES / MILLS ♦
 BODY SHOP TOOLING / AUTOMATION ♦
 PAINT FINISHING SYSTEMS ♦
 GENERAL ASSEMBLY TOOLING ♦
 MATERIAL HANDLING / CONVEYORS ♦
 PLACEMENT SERVICES ♦