



An ATN Services Company

Professional Industrial Consultants

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ROBOTIC SALES - CHICAGO, IL # 21-442

JOB DESCRIPTION:

Responsible for sales of robotic/automated material handling and storage equipment in the US.

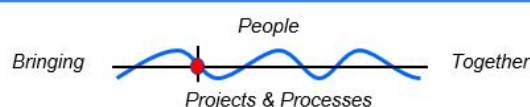
RESPONSIBILITIES

- Maintain and increase sales with existing customers and expand market penetration through development of new business.
- Prospect, identify, and contact potential customers to accurately assess their automation needs relative to the characteristics of their business.
- Effectively communicate highly technical information regarding our automation products and services to the 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:

- Min 5 years of previous automation and capital equipment sales experience. Experience in material handling strongly preferred.
- Ability to travel domestically as needed, while working at our Chicago corporate office full time when not traveling for business.
- Personality: 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

♦ 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 ♦