

Sensor Sales Specialist

Applied Controls, the most dynamic and innovative Industrial Automation Distributor in the Tri-state area, is looking for engineers and industrial sales professionals. Applied Controls is a 100% employee-owned high-tech distributor representing some of the world's largest and most successful automation companies, including industry leaders like Cognex, Sick, and Siemens. Our mission is to provide world-class service to our customers and an environment where our employees can enhance their skills and achieve their career goals.

Territory available: mid-Atlantic

Job Requirements:

Seasoned **Technical sales professional** or **engineer** with sound business judgment along with above-average oral and written communication skills. Superior knowledge and practice of basic selling skills a plus, as well as a background in industrial sensor and automation products and their applications. Strong PC skills including working knowledge of Word, Excel, PowerPoint, Teams.

BS degree or equivalent work experience with a strong technical content in industrial, mechanical or electrical engineering. Or 3-5 years industry related sales experience or equivalent technical experience in vision sensor automation products. This is a great opportunity for an industrial engineer looking for a chance to enter sales.

Job Description:

Provide sales support for sensors, safety, and vision sensor product lines. This includes sales calls, presentations, and training. Both solo sales calls and assisting an outside salesperson. Take ownership of the entire product line and work with applicable supplier contact. Assist in marketing efforts.

Principal Responsibilities:

- Serve as the Sensor Products Business point of contact to the sales, sales support, and product specialist groups.
- Conduct expert-level Sensor product presentations while translating product features into benefits for our customers.
- Conduct internal technical product training classes including selling strategies and demonstrations for the market.
- Provide application expertise and knowledge to support sales in providing product solutions to customers.
- High level analytical skills to act as market pricing expert for the designated territory.
- Implement marketing programs / demand-creation programs in conjunction with the marketing group.
- Review and make inventory suggestions.

About Applied Controls:

We are 100% Employee Owned, ESOP Company. We maintain a full staff of inside sales, customer service and application engineers with inventory and value-added services. Fee based services are available to provide turnkey integration, start up, training, field service and any other services necessary insure a successful project. We provide a base salary with a monthly commission, bonus, 401K, benefit plan, car allowance, phone allowance, and expenses.

For more information visit our website: www.appliedc.com Apply to: HR@appliedc.com and salesmanager@appliedc.com