

Job Title: Sensor Sales Specialist

Direct Supervisor: Sales Manager

Job Description:

Provide proactive sales support for sensors, safety, and vision sensor product lines. Support includes sales calls, presentations, and training, both independently and with Applied outside salesforce.

Operate as factory expert for assigned product lines. Maintain good working relationships with suppliers, create and execute business plans for each assigned supplier product line and attend supplier trainings when appropriate.

Assist in marketing effort for assigned suppliers.

Display strong willingness to learn new hardware and software as Applied Controls continues to build its product portfolio.

Goals:

Support Applied Controls inside and outside sales with technical and sales capabilities in the sensor, safety, and vision sensor product areas. Grow sales in assigned supplier product lines. Assist in maintain key customer relationships while reaching new customers.

Duties, Responsibilities, Expectations:

Sensor sales or support experience, including photoeyes, proximity sensors, encoders, LiDAR products, automation safety products and vision sensor products.

Understanding of Sick, Euchner, Pepperl and Fuchs, and Cognex Vision Sensor products.

Capability of learning on the job and being able to adapt to requirements.

Follow Up and document all leads.

Broad range of electro-mechanical technical and product knowledge

Maintain a current understanding Applied Controls primary product lines

Understanding of industry's safety requirements

Customer Management

Maintain Strong relations with customers.

Ensure regular status updates and communication with customers.

Provide high level of customer service.

Company Knowledge

Understand all position appropriate company & vendor processes and systems (ERP (P21), CRM (TDF) Sick SOPAS, etc.

Meeting etiquette (understand meeting goals, who is participating, who should participate, meeting location, expected outcome, who is documenting or notetaking, follow-up actions).

Product training

Attend Sponsor Training as required.

Support off-site and on-site trainings as required.

Bachelor's Degree (preferably in Engineering or Software).

Three years of industry experience.

Compensation

Program will consist of a base salary with performance metrics and measurements tied to the specific program objectives and product lines.