

Robot Business Developer

Territory available: South Jersey, Northern and Eastern PA, MD, Delaware, Northern VA

Job Description:

The Robot Business Developer (RBD) is responsible for maintaining / increasing sales volume with existing and new accounts for UR's portfolio of collaborative robots and services. Located in the Mid Atlantic US, the Robot Business Developer will be accountable for executing assigned sales goals and sales plans within a designated sales territory and working with Applied Controls Account Managers. This is a remote position working from your home office in PA, MD, DE or NJ.

Job Requirements:

- Bachelor's degree or higher in engineering (electrical or mechanical preferred) or related subject
- 3-5 years of experience in outside sales
- Must have proven track record of exceeding sales quota
- Experience working with distribution
- Previous experience in industrial automation, solution/project sales involving technical products
- Strong sense of understanding of the value proposition to end-users
- Business acumen that can be applied at different levels of decision makers from senior management to technical support
- Ability to communicate effectively, both oral and written.
- Self-motivated and customer driven
- Knowledge of Microsoft Office 365.

Principal Responsibilities:

1. Responsible for sales goals/quotas for UR in Applied Controls approved territory.
2. Hunt for new sales opportunities and qualify/validate those opportunities.
3. Drive KPIs and action plans to achieve the annual target. Develop countermeasures to get back to budget if behind.
4. Manage opportunity funnel, forecasting and action plans
5. Canvas, initiate, qualify sales leads
6. Participate in joint visits with Account Managers
7. Be able to professionally demo collaborative robot and discuss complex applications
8. Represent company at tradeshow and other professional activities
9. Develop and maintain comprehensive knowledge of competitive products and their activity in the marketplace

About Applied Controls:

We are a high-tech automation distributor and solutions provider. 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 to ensure a successful project. Salary, bonus, 401K, benefit plan, phone allowance, and expenses. We offer a competitive salary with robust benefits. Unfortunately, we are not able to sponsor Visas of any kind at this time. Please check us out at www.AppliedC.com !