

Weintek USA, Inc.
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Outside Sales Engineer

Job Description

Automation Industry Leading Corporation seeks an Outside Sales Engineer ideally located in either Virginia, West Virginia, North Carolina or South Carolina. Qualified applicant must have experience with technical sales and engineering specifically in the Electrical Controls and Automation marketplace. Applicant will be responsible for actively driving and managing the southeast coast territory through support of distribution and direct accounts. Applicant must be able to articulate technology and product positioning to both business and technical users. Must be able to identify all technical issues of assigned accounts to assure complete customer satisfaction through all stages of the sales process. Must be able to establish and maintain strong relationships throughout the sales cycle.

Desired Skills & Experience

Responsibilities

- Responsible for development and onsite delivery of product demonstrations and through webinars when onsite calls are not an option.
- Responsible for representing the product to customers and at field events such as trade shows, conferences, seminars, etc.
- Responsible to create functional and technical elements of RFIs/RFPs/RFQs.
- Responsible to convey customer requirements to technical colleagues and draft Statement of Work (SoW) documents.
- Responsible to train distribution sales personnel and Manufacturing Reps on products and sales methods.
- Able to travel 30% of time throughout assigned sales territory.

Qualifications

Ideal candidate must be self-motivated with a proven track record in technical sales and knowledge of Automation and Controls, especially Human Machine Interfaces (HMI). Comfortable in the dynamic atmosphere of a technical organization with a rapidly expanding customer base. Must possess strong presentation skills and be able to communicate professionally in written responses to emails, RFPs, and when submitting reports. Organized and analytical, able to eliminate sales obstacles through creative and adaptive approaches.

- Bachelor's degree in Electrical Engineering (other Engineering Disciplines Acceptable) preferred or equivalent work experience
- 3-5+ years relevant experience in technical sales
- Experience and familiarity of our products and line of business a plus - Automation and Controls
- Demonstrated ability to build long term relationships with customers
- Competitive results-oriented person with proven record of success
- Desire to be compensated for hard work and results!

Company Description

Proudly serving North American Manufacturers, OEMs, and System Integrators by providing leading edge graphic operator interfaces, aka Human Machine Interfaces (HMIs). Following the tradition of Weintek Labs, Inc. (founded in 1995); our company leverages decades of experience as HMI specialists leading the industry with undisputed state-of-the-art technology.

Additional Information

- Type: Full-time
- Experience: Junior to Mid-Level
- Industries: Electrical/Electronic Manufacturing
- Compensation: Salary and Commission
- Veteran Commitment: Weintek USA commits to hiring returning veterans.

Please send your resume to admin@weintekusa.com. No phone calls please.