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Sales Engineer Western Michigan

BALLUFF

SUMMARY: Balluff has an open position for a Sales Engineer covering W. Michigan area to continue to drive existing sales growth. The Sales Engineer will be responsible for growing sales on Balluff's comprehensive offering of automation products and solutions with a focus on defined key industries.

KEY RESPONSIBILITIES:

- Utilize strong sales processes including account planning, sales strategy development and execution to generate/develop strong consistent growth from assigned account list
- Develop and maintain value-based relationships across the customer's organization to include operations, engineering, sales, marketing, estimating and executive management
- Generate cost-saving ideas and document their impact on the customer's business objectives
- Leverage the strengths of the appropriate fulfillment channel to maximize value and minimize cost.
- Gather and assimilate knowledge of the customer's business, competitors and internal processes
- Focus on Balluff's high-tech product offering and solve sensor applications where necessary
- Develop and maintain value-based relationships across Balluff's global organization to include business development, operations, engineering, sales, marketing, and executive management to aid in global coordination of projects
- Effectively present the total cost of ownership for Balluff's integrated architecture
- Maintain knowledge of Balluff's competitors' strengths and weaknesses to include both product and channel
- Fully comply with Balluff's expectations for the use of all internal business systems: SAP, Business Warehouse (BW), Customer Relationship Management (CRM), etc.

REQUIREMENTS/QUALIFICATIONS:

- Four-year degree with 4 - 6 years of industrial automation sales experience and solid, local market knowledge; Hunter/Qualifier sales profile
- Proven track record of successful, complex, high-level negotiations
- Familiarity with all levels and functions of current and future plant-floor automation architectures
- Solid proficiency with MS Office and virtual meeting tools, such as MS Teams, Zoom, etc.
- Excellent written, verbal and presentation skills (to include both large and small groups)
- Must be able to effectively function in a team environment.
- Candidate will be expected to travel throughout the territory visiting with customers & distributors
- Travel required to cover accounts throughout territory.
- Resides in the territory, preferably in Allegan, Barry or Calhoun area

* To apply, please send your resume and a cover letter to careers@balluff.com. Email attachments should be .docx or .pdf files with a combined size no bigger than 5 MB.

* Qualified internal candidates should apply directly to HR.

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