

Job Title: Senior Sales Engineer
Time

Department: Commercial

Reports to: President- ACA, Addtronics CRO.

Pay Type/FLSA status: Exempt - Full

Supervises: No

Shift: Remote/Monday-Friday/or as required

Addtronics Custom Automation (ACA), an Addtronics company, solves the manufacturing industry's most challenging problems with unique and creative solutions. Trusted by some of the largest and most influential manufacturing companies in the world, the ACA team of dedicated professionals delivers unique, high-quality, custom designed automation & robotic equipment. ACA also offers design and fabrication of all types of industrial tooling, especially highly engineered, complex parts, and assemblies.

Position Summary:

Addtronics is seeking a “Sr Sales Engineer” to help ACA drive further growth into the “Medical Device” & “Life Sciences” industry. The primary purpose of this position is to gain market share and drive further sales through our “Custom Automation” & “Robotic” product lines. This includes the development, execution, and coordination of all sales efforts within a specified territory including interface with our Sales, Operations and Leadership Team. This position must regularly be out identifying and/or soliciting “new” or “expanded” sales opportunities within their assigned territory. All applicants MUST have experience selling “Custom Automation & Robotic” equipment into the Medical Device and or Life Science industry. The candidate also must possess a “Book of Business” within the aforementioned industries.

Essential Functions and Responsibilities:

- Manage and oversee an assigned sales territory within a defined ACA region of focus.
- Drive growth into ACA’s “Custom Automation” & “Robotic” product lines.
- Support the ACA sales strategy as it relates to the “Medical Device & Life Sciences” industry.
- Develop a comprehensive annual territory plan and business strategy, to identify & pursue the greatest opportunities for sales growth.
- Support new customer acquisition growth into the following industries,
 - Medical Device.
 - Life-Sciences.
 - Healthcare.
 - Biotechnology.
 - Pharmaceutical.
- Travel to ACA prospective manufacturing facilities, to conduct “Automation Audits” and identify new business opportunities.
- Responsible for managing a sales “forecast” to provide further insight to leadership, as it relates to territory growth and the impacts to the ACA business.
- Oversee and manage a sales pipeline with a complex sales cycle to close business.
- Make sales presentations to both new and existing customers to ensure that ACA product lines are being promoted in a professional, timely and effective manner to achieve sales results.
- Performing special projects or assignments for the Addtronics Chief Revenue Officer

- Works within established budget to control expenses and to maximize profitability within the specified territory.
- Utilizes the CRM tool, Sales Force, to prospect, develop & close new business on a daily, weekly, monthly basis.
- Supports fellow sales associates when needed and collaborates closely with the internal stakeholder of Addtronics.
- Assists in estimating realistic date of delivery requirements to the customer based upon internal workload schedules.
- Completing required reports and analysis in a timely manner. This includes CRM activities, trip reports and other sales-related reports.
- Support purchasing and/or engineering in quote preparation by providing strategic guidance.
- May assist in the training and development of recently hired individuals within the Sales Force.
- Travel to help other sales representatives conduct training sessions, perform field service activities, or participate in national/regional trade shows.
- Has complete knowledge and understanding of the ACA corporate philosophy, quality statement, work related procedures, and the corporate mission statement.

Qualifications Desired:

- Experience selling into the “Medical Device” and or “Life Sciences” industry is **REQUIRED**.
- Possessing a “Book of Business” within the Custom Automation industry as it relates to the “Medical Device” & “Life Sciences” verticals.
- A Bachelor’s Degree is **REQUIRED**.
- A Master’s Degree is **(Preferred)**
- A good working knowledge of “Technical Sales” or working in a complex sales role.
- A minimum of THREE years of Outside Sales Experience is **REQUIRED**.
- Experience working within the Custom Automation & Robotics industry **REQUIRED**.
- Ability to demonstrate **STRONG** sales forecasting skill.
- Ability to Travel 50%-75%
- Experience with project size \$500k-\$3M
- Must present a positive and professional appearance.
- Open to a sales leadership role within the next 12-18 months.
- Excellent communication, both oral and written, and presentation skills are a must.
- Ability to stay informed of current industry trends and apply information to sales opportunities.
- Ability to demonstrate high level of customer focus.
- Excellent decision making and problem-solving skills.
- Must possess strong influence and persuasion skills.
- Must possess strong planning, prioritizing, and goal setting skills.
- Must demonstrate strong relationship management skills.

Nonessential Skills and Experience:

- Must be a team player with a positive attitude.

Physical demands and work environment: The physical demands and work environment characteristics described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- *Physical demands:*
 - While performing the duties of this job, the employee is occasionally required to stand; walk; sit; use hands to finger, handle or feel objects; reach with hands and arms; climb stairs; balance; stoop and/or kneel.
- *Work Environment:*
 - While performing the duties of this job, the employee will work remotely, but will frequently conduct customer site visits as necessary. The noise level in the work environment can be minimal to high. Must adhere to ACA and customer safety protocols.

Position Classification

This is a full-time, exempt salaried position. Depending on the needs of the business, the ability to work more than 40 hours/week and/or weekends may be required.

Travel

Travel to support the business is **required** and expected to be less than 75%.

EEO Statement

It is the policy of Addtronics, LLC to provide equal employment opportunities to all persons. In accordance with anti-discrimination laws, it is the purpose of this policy to effectuate these principles and mandates. Addtronics prohibits discrimination and harassment of any type and affords equal employment opportunities to employees and applicants without regard to race, color, religion or belief, national, social or ethnic origin, sex (including pregnancy), age, physical, mental or sensory disability, HIV status, sexual orientation, gender identity and/or expression, marital, civil union or domestic partnership status, past or present military service, family medical history or genetic information, family or parental status, or any other status protected by the laws or regulations.