

INSIDE SALES ENGINEER (ISE) - DAYTON, OH

The Company: Voelker Controls Company

Voelker Controls provides best-in-class industrial automation solutions. We design, build, and help to implement solutions, as well as train our clients on all disciplines we represent. We research and evaluate technological advancements in our industry and strive to be a leader in automation: specializing in value add mechanical design, pneumatics, motion control, robotics, machine vision, sensors, and ID. Learn more about us at www.voelker-controls.com.

The Role: Inside Sales Engineer (ISE)

This is a part time (20-25 hours per week) position for a self-motivated individual that desires to engage with customers in efforts to promote our core proficiencies. This person will gain training in machine vision and electric motion products. They will learn and understand the commercial benefits and value propositions of all products which will allow them to engage customers in effort to coordinate demonstrations by the field service team. The main responsibility being to initiate and develop conversations with strategic targets to help convert marketing leads into new accounts.

Essential Functions:

- Support of our sales teams
- Qualification and processing of customer inquiries
- Proactive and independent customer acquisition via telephone calls and email
- Manage sales relevant customer master data in the CRM system

Knowledge, Skills, and Abilities:

- Proficient in using MS Office package
- Autonomous after appropriate trainings,
- Structured way of working
- Excellent team spirit, dedicated, flexible
- Very good communication skills
- Basic technical aptitude
- Desire to learn