

PRODUCT SPECIALIST

DAYTON, OHIO

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: Product Specialist

This is a full-time position in the Dayton area for an individual who can help increase profits and sales growth of selected product offerings.

Essential Functions:

- Work with Sales Team Leader and Account Managers to develop target accounts for selected product offerings.
- Proactively work in the field with Account Managers to identify sales opportunities for selected product offerings.
- Assist Account Managers in developing winning business strategies, including funnel management.
- Conduct and provide product demonstration assistance to Sales Teams.
- Service as the primary product and technical applications resource for the assigned area.
- Function as manufacturers' liaison.
- Develop annual forecast for selected product lines and assume responsibility for sales growth and the development of new business opportunities.
- Monitor pricing and margins of product line and make recommendations to assure growth and profitability goals are achieved.
- Coordinate the receipt and distribution of manufacturer's promotional and applications product information.
- Ensure sales staff has current and appropriate product material, including functional sales demonstration equipment.
- Coordinate factory and internal electronic training.
- Provide technical support to Account Managers.
- Coordinate manufacturing representative visits.

Knowledge, Skills, and Abilities:

- Strong customer focus and communication skills.
- Solid analytical ability and mechanical engineering aptitude.
- Ability to work as part of a team.

Minimum education and work experience required:

- Degree or pursuing a degree.
- Previous sales experience or customer service is a benefit.
- Experience in selling technical products is also highly valued.