

# **SENSOR SALES ENGINEER (SSE) - 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](http://www.voelker-controls.com).

## **The Role: Sensor Sales Engineer (SSE)**

This is a full-time position for a self-motivated individual that desires to engage with customers in the field in efforts to promote our machine vision proficiency. 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 solve the automation needs of our customers. The main responsibility being to pursue strategic targets to help convert marketing leads into new accounts by listening to the customers challenges in production and proposing possible solutions in the machine vision and industrial barcode reading market. Feasibility testing, technical support, and customer training are what we find creates long lasting partnerships with our customers. In working with our vision team, this person will grow those competencies to evolve to be a self-sufficient sales support role with a career in one of the fastest growing markets, learning technologies of the future.

## **Essential Functions:**

- Effectively demonstrate products to customers.
- Follows up on sales leads and schedules customer visits.
- Work with the vision team to ensure that all vision products are sold into strategic accounts.
- Conduct product and solution demonstrations at customer sites.
- Follow up on customer inquiries, understand system requirements, and differentiate the hardware needed for the solution.
- Assists at trade shows and other marketing events.
- Coordinate evaluations utilizing the Applications Engineering team if required.
- Maintain and continuously update project information in manufacturer database.

## **Knowledge, Skills, and Abilities:**

- PC literate with a working knowledge of MS Windows applications
- Programming experience or basic understanding
- Fundamental electrical knowledge
- Good communication and customer relation skills
- Ability to work with a team and independently is required
- Desire to learn

## **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.