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Sales Engineer Central & Southeast IN

BALLUFF

SUMMARY: Balluff has an open position for a Sales Engineer - Central and Southeast IN 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

* Please send your resume and cover letter to careers@balluff.com

* Qualified internal candidates should apply directly to HR.

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