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Technical Sales Engineer

RZ Automation Inc. is an automated system design and integration company that provides services to a variety of industries. RZ utilizes ever-evolving techniques and tools to provide robust cost-conscious systems capable of performing at a high degree of precision. Heavily focused on the integration of robot arms, from simple machine tending to complex vision guidance. RZ Automation's exposure to a large market of manufacturing environments enables us to provide intelligent solutions to various challenges.

RZ Automation, Inc. is seeking experienced applicants for a full-time Technical Sales Engineer position to ensure our company continues to grow in a very competitive market. This person will be responsible for driving profits by fostering long term relationships with new and existing customers, responding to RFP's and RFQ's for automation bids, preparing technical sales documents with the help from Pre-Sales and Project Management, and work closely with other departments to provide well-defined solutions to satisfy customer requirements.

The ideal candidate comes with the technical acumen that will support a successful sales career and impeccable communication skills. This person will be a key instrument in supporting RZ Automation's business operations, analyzing and interpreting customer specifications while interfacing with inside sales, account managers, engineering, operations and management. Come prepared with expert knowledge and industry awareness to work alongside RZ's team, providing excellence throughout the customer service lifecycle.

Required Skills and Duties

- Identifying and establishing new business;
- Liaising with existing clients;
- Providing product education and advice;
- Possess the technical acumen to analyze technical drawings including but not limited to single lines, schematics, wiring diagrams and panel layouts;
- Cost estimating to effectively prepare proposals and quotes with assistance from pre-sales and engineering team;
- Negotiating contracts, terms and conditions;
- Handing off sales order to engineering & project manager with full understanding;
- Providing post-sales support through project lifecycle: support of project order deliverables including customer meetings, inspections, and documentation;
- Reviewing cost and sales performance to establish sales strategy and goals;
- Ensuring that sales targets are met;
- Composing and presentation of reports and sales literature;
- Attending trade exhibitions, conferences and meetings;
- Travel to customer sites to gather technical information for proposals

Qualifications

- Minimum of 4 years of practical experience in automation systems, robotics, specifically FANUC and KUKA systems, or equivalent practice;
- Have an in-depth knowledge of various manufacturing automation methods and techniques;
- Minimum of 2 years of experience in business development and sales;
- Bachelor degree in Engineering, Business, or equivalent preferred;
- Effective technical communication skills, both written and verbal.

Email cover letter and resume to hr@rzautomation.com

RZ Automation, Inc. is an equal opportunity employer. The above statements cover what are generally believed to be principal and essential functions of this job. Specific circumstances may allow or require somewhat different combination of duties. The above statements should not be construed as an offer or guarantee of employment.