

Field Sales Technical US GM and Chrysler

Recognition Robotics seeks to add a talented and experienced field sales person to our team. As the Field Sales Technical you will work to initiate, cultivate, and build a network of relationships with both GM and Chrysler that results in sales of Recognition Robotics products and technology.

The team at Recognition Robotics develop category shifting visual guidance recognition software that transforms and improves the manufacturing capabilities of the world's most prominent companies. Recognition Robotics strives for excellence through a foundation of teamwork and collaboration, while promoting a culture rooted in learning, positivity, and ethics.

Location: Wixom, MI or Elyria, OH

Responsibilities / Duties

- Create and maintain a network of value based relationships within customer including C-level and plant floor personnel from which new sales leads can be identified
- Communicates with customer(s) and potential customer(s) and identify, understand and analyze their needs and preferences to properly direct sales efforts
- Applies knowledge of the field and product features to match products to the needs of customer/potential customer
- Effectively present the total cost of ownership for Recognition Robotics robot guidance product
- Identify key decision makers
- Coordinate and execute open house for key decision makers
- Travel to customer and potential customer facilities:
 - To promote product portfolio and market position maximizing new business opportunities
 - To demonstrate functions and utility of Recognition Robotics products and technology based on their needs
 - Attend commercial and technical meetings
- Answers inquires concerning Recognition Robotic's products, their uses, and the industry at large
- Act as liaison between customer/potential customer and Recognition Robotic's technical team
- Ensures customer satisfaction through ongoing communication and relationship management; resolves or aids in resolving any issues that may arise post sale
- Achieve product sales targets
- Analyze marketplace to identify new opportunities
- Collaborates with engineering and administrative departments to confirm that orders are processed with accuracy
- Collaborates with executive leadership to develop/establish sales quotas and strategies
- Implement and manage the sales strategy for customer
- Periodically prepares and reports results, status of accounts, sales budgets, and leads to management
- Maintains detailed reports of sales activities including calls, orders, sales, lost business, and any customer or vendor relationship problems
- Reviews and analyzes sales and operational records and reports; uses data to project sales, determine profitability and targets, and identify potential new markets and/or opportunities
- Work with marketing team to confirm printing and production of advertising and sales materials
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- Acts as company representative at trade association meetings and trade shows. Show/presents Recognition Robotic's products and technology
- Maintain knowledge of Recognition Robotics' competitors (current and potential future) and their strengths and weaknesses
- Performs other duties as assigned

Required Competencies

- Highly adaptable and flexible to changing environment and schedule(s)
- Excellent history of exceptional customer service
- Ability to effectively function in high speed and at times stressful environments
- Ability to complete work while traveling
- Calm under pressure. Maintains stable performance when under heavy pressure or stress
- Commitment to follow through and follow up
- Extremely high level of integrity and honesty
- Unmatched work ethic
- Superior communication - speaks and writes clearly and accurately
- Excellent listening
- Penchant towards logic
- Solution oriented
- Impressive level organization and attention to detail
- Positive approach and outlook
- Self-drive and engaged team player
- Meaningful individual contributor

Competency Preferences

- Proven ability to explain technical products to non-technical audiences
- Openness to criticism and ideas. Often solicits feedback and reacts calmly to criticism or negative feedback
- Proven management and leadership skills

Skills / Experience Requirements

- 5+ years of successful industrial automation sales experience
- Polished professional that can setup and lead a high level meeting with high impact presentations of our product and their value
- Proficient in Microsoft office
- Thorough knowledge of automotive industry
- Superior sales and negotiation skills

Skills / Experience Preferences

- Proficient in using Mac OS
- Excellent management and leadership skills
- Excellent time management skills
- Excellent problem-solving skills

Educational Requirements

- Bachelor, STEM degree (science, technology, engineering, math) or Physics

Educational Preferences

- Strong knowledge of the General Motors and Chrysler automotive plants and existing relationships that can be leveraged into this role
- Familiarity and experience or education in IoT, Industry 4.0 and enterprise ready solutions

Physical Requirements

- Prolonged periods of sitting at a desk and working at a computer
- Must be able to bend, twist, kneel, stand, reach, lift, carry, push, pull, crouch, and balance

- Must be able to work in hot and cold climates and in an environment with many noises and odors
- Must be able to traverse facility on unforgiving surfaces
- Must be able to lift 50 lbs.
- Frequent travel is required
- Overnight travel is required
- Out of town travel is required

Additional Requirements

- Legally authorized to work in the US without sponsorship
- Maintains a valid drivers licence
- Valid passport
- Ability to travel by plane and car
- Personal Protective Equipment (PPE) including boots with steel toe and full upper leather and hard hat
- Language: English

Instructions: Please attach a cover letter, detailed resume, and your official college transcript(s) to your application. For our purposes, “official college transcripts, must contain the college/university name and address, the degree conferred, date granted, and coursework completed (especially if no degree granted). Applicants who possess a degree from a foreign college or university must have their academic credentials evaluated or converted into U.S. educational equivalents. Failure to provide this evaluation at the time of application may result in you being screened out of the process.

Benefits Overview

- Paid Time off including vacation days, holidays, and parental leave
- Healthcare including medical, dental, and vision.
- 401K savings plan with company match

FMLA Status: Exempt