

Regional Sales Engineer

Ontario, Canada

Benefits Offered

401K, Dental, Life, Medical, Vision

Employment Type- Junior/Intermediate

Full-Time

Summary: The Sales Engineer will be responsible for supporting and growing profitable Leuze sales with a focus on strategic increased market share at named accounts. This position will be engaged in strategic, multifaceted sales with an emphasis on products, services, and solution selling. The successful candidate will work closely with the National Sales Manager to ensure YoY growth in both revenue and market share across all assigned accounts in the territory.

Responsibilities:

- Develop a direct customer relationship using a profound understanding of customers business needs, applications, and corporate vision.
- Forge new relationships and grow market share through strategic selling.
- Collaborate with Leuze support and customer care team to ensure a holistic customer experience.
- Develop strategic target account plans customers and opportunities.
- Focus value added efforts by studying existing and potential needs of clients.
- Introduce products and solutions to both existing and new accounts to achieve forecasted objectives.
- Utilize and correctly maintain the company's CRM system for customer funnel opportunities and sales process.
- Use a consultative and differentiated approach to solution selling and development of client loyalty.
- Identify and qualify customer opportunities and new business.
- Understand account potential and competitor market share position within focus accounts.
- Generate new leads and potential opportunities by linking and gapping with other Leuze sales employees.
- Writing and submitting periodical reports based on sales and any other manifestations.
- Pursue Excellence through developing skills, experience, and capabilities to continuously improve performance.
- Complete quarterly and annual performance objectives and results with manager.
- Capitalize on development and Leuze training opportunities to position yourself for highest levels of performance and continued career development.
- Carry out other duties and responsibilities as allocated or required.

Required Qualifications:

- BA degree in engineering/mechanics or equivalent experience industrial automation.
- Either an academic or an experiential orientation toward technical sales.
- Prior sales experience involving sales of multifaceted, high tech industrial control products through direct sales, and/or regional distribution is required.
- Prior technical industry experience outside sales is required.

Other Qualifications:

- Flexible to conduct business travel (as required).
- Strong sense of organization, autonomous, resourcefulness.
- Must be a self-starter with strong motivation and desire for continuous learning and improvement.
- Experience interacting with engineers and other industry professionals, as well as upper management.
- Must be able to work towards a common plan and implement corporate sales strategies.
- Able to work as a team to solve problems and create strategic plans through shared knowledge.
- Must be flexible, strong, and open to continued change.
- Computer proficiency with Microsoft and Internet applications.
- Possess a general knowledge of design and software technologies within automation.
- Legally permitted to work in Canada.

We will not currently sponsor for work visa

About Leuze Electronic Inc:

With curiosity and determination, we – the Sensor People from Leuze – have been innovators for technological milestones in industrial automation for more than 50 years. The success of our customers is what drives us along with our work future-oriented work, Leuze continuously sparks new ideas thus actively contributing to progress within the industry.