

**23659 Industrial Park Dr. ~ Farmington Hills, MI 48335**

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**www.autoconsys.com**

**SALES ENGINEER / ACCOUNT MANAGER**

Full-time position

**Job Description:**

We are looking for a highly motivated Sales Engineer / Account Manager who is eager to join our team. You will be responsible for developing long-term relationships with customers, driving sales, managing customer accounts, and providing technical support throughout the sales process.

As a Sales Engineer / Account Manager, you should work to satisfy customers’ needs and requests, respond to their queries in a timely manner and aspire to deliver a positive customer experience. You should have excellent communication and negotiation skills and be customer service oriented.

Ultimately, you should be able to grow our business by building a successful, long-term client relationship.

**Job Responsibilities:**

* Effectively demonstrate the ability to work with customers, management, engineering and purchasing to promote, support and sell solutions
* Generate new sales using existing customers as well as developing new customers and markets in Engineering, Panel Build and Field wiring
* Developing positive relationships and handling customers’ needs; making frequent/regular visits to determine ongoing needs and providing proposals that fulfill the customer’s requirements
* Consolidate all details and requirements needed to prepare and organize proposals with cost and delivery expectations; generate sales agreements
* Work with the project team to ensure projects meet/exceed customer expectations when delivered
* Set, track and report sales activities to senior management on a regular basis
* Assist senior management with quarterly sales targets and work to achieve targets
* Demonstrate ability to learn and manage the entire sales processes efficiently
* Overall Portfolio / Project Management

**Job Qualifications (Core):**

* Detail oriented and self-directed
* Excellent communication (verbal and written) & interpersonal skills
* Ability to negotiate
* Ability to manage multiple projects independently and in a team setting
* Ability to keep up with changing customer specifications

**Preferred:**

* 2-3+ years’ experience working in Sales; added value if in the automation and industrial controls business environment
* Proven track record in sales growth and consistently achieves revenue targets
* Practical experience as a Sales account manager responsible for managing a portfolio of accounts to achieve long-term success
* Knowledge and use of MS Office (MS Excel, Word, and Power Point)

**\* Starting Pay: Salary + Commission on orders sold**