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Sales Engineer - Virtual Detroit, Michigan

BALLUFF

SUMMARY: Balluff has an open position for a Virtual Sales Engineer, working & engaging with customers remotely. This individual will be responsible for growing sales on Balluff's comprehensive offering of automation products and solutions with a focus on defined customers and territories.

KEY RESPONSIBILITIES:

- Sales growth of assigned accounts in territory and/or industry
- Utilizing virtual tools, contact active and prospective customers from all sources to include but not limited to web shop, marketing automation, industry campaigns, tradeshow and virtual shows with the focus of advancing sales at existing accounts or generating new business
- Execute outbound lead follow up calls to potential and existing customers to qualify leads and sell products/services.
- Develop new sales opportunities / accounts by utilizing virtual selling tools collaborating with marketing resources and gap insights at existing accounts. Use cross selling analysis to continually search for offerings at customers that will increase sales.
- Gather and assimilate knowledge of the customer's business, competitors and internal processes with and without the Field based Sales Engineers and Industry Specialist.
- Utilize sales processes including SPIN methodology to increase customer base including account planning, sales strategy development and execution to generate/develop strong consistent growth from assigned account list.
- Fully comply with Balluff's expectations for the use of all internal business systems: SAP, Business Warehouse (BW), Customer Relationship Management CRM (SAP), etc

KEY REQUIREMENTS/QUALIFICATIONS:

- Four-year degree with some sales experience preferably in the industrial automation arena
- 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, LinkedIn etc.
- Use Social Selling skills to drive sales engagement
- Strong time-management, organization, and interpersonal/teaming skills
- Excellent written, verbal and presentation skills (to include both large and small groups at all levels)
- Limited travel may be required, primarily for training and sales meetings.
- Resides in Detroit area

* To apply, please send your resume and a cover letter to careers@balluff.com. Email attachments should be .docx or .pdf files with a combined size no bigger than 5 MB.

* Qualified internal candidates should apply directly to HR.

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