



## **BMH Systems Consultant Job Description**

### **Overview:**

Penetrates and develops new clients in the Fortune 500 (North America) for industrial automation and conveyor intensive solutions. Conducts consulting and engineering engagements to help clients execute their business strategic goals.

### **Superior Performance Objectives**

- Targets and wins orders with new Fortune 500 accounts. Closes major system sales through a “top down” consultative selling approach.
- Provides excellent consulting and engineering solutions to our clients demonstrated through detailed studies and data analysis.
- Efforts result in over \$2M annually in Sales
- Develops system proposals that are far better than our competition’s.
- Creative engineering (information and material flow) and innovative operational solutions.
- This is a joint position with Hytrol Conveyor Company, Inc.

### **Qualifications:**

- MBA or MS required, with an undergraduate degree in Engineering.
- Strong Strategic Selling Skills “Rain Maker”
- Capable and comfortable with “Top Down” selling to “C” Level management.
- Experience in team and national account selling strongly preferred.
- Previous consultative selling or consulting experience preferred.
- Experience with material handling systems integration or Supply Chain Execution software preferred.

### **General Duties:**

- Conduct Engineering Studies
- Business development on a national basis.
- Contribute to R&D for Hytrol’s new products
- Coordinate with specific resources (software engineers, controls engineers, CAD / Simulation Engineers, etc.) to prepare proposals.
- Continue to enhance and refine the tools / methodologies we use.
- Maintain your education on a wide variety of material handling automation and Supply Chain Execution software.
- Study the competition.

### **Attributes:**

- Enjoys helping our clients be more productive with advanced automation tools.
- Enjoys selling and the competitive environment.
- Ability to provide industrial material flow and information flow analysis and consulting studies.
- Aptitude for data analysis, slotting studies, and simulation engineering.
- Excellent attention to detail in preparing studies and proposals
- High energy level and selling skills when doing “top down” sales with major clients.
- A team player and coach for all of the various resources required on our projects
- Able to target and qualify key accounts. Utilize “top down” selling techniques with customer upper level management.
- Outstanding written and verbal communications skills, including presentations.
- Ability to develop “trusted advisor” relationship with client.
- Develops material and information system handling concepts based on client needs as a part of the Systems team.
- Understanding of distribution and manufacturing operations.
- Energetic and Ambitious. Positive Attitude. Team Player. Self starter.
- Great customer service skills
- Must have a servant’s heart when it comes to dealing with internal and external customers

**Job Locations:**

- Indianapolis, Indiana