



## **Field Sales Engineer Job Description**

### **Overview:**

A Field Sales Engineer develops strong relationships with the industrial clients (Manufacturing, distribution, etc.) in a geographical territory and provides them with exceptional material handling and automation solutions to meet their needs. The engineered solutions require an excellent understanding of material flow, information flow, and general business processes.

### **Superior Performance Objectives:**

- Our customers are very happy with the engineered solutions and the overall service value provided.
- Great teamwork with the inside sales staff, administrative coordinators, and sales management.
- Excellent representation of all of our key suppliers / subcontractors products and services within your territory.
- Exceeding the annual sales goals (metrics).
- Penetrates new target accounts.
- Creative engineering to provide superior solutions for our customers

### **Qualifications:**

- Bachelor's degree in an Engineering Discipline.
- Technical sales experience in the industrial sector a plus.
- Material Handling automation design and sales experience a plus.
- CAD experience (AutoCad) a plus.

### **Attributes:**

- Passion to succeed in a commission based incentive structure.
- Loves designing and engineering creative solutions
- Entrepreneurial
- Persistent. Not easily discouraged if a sale is lost.
- Loves meeting people and building relationships.
- Detailed oriented.
- Responsive to requests.
- Positive, Energetic, and Optimistic
- Comfortable operating independently, autonomously
- Strong sense of customer service. (Servant's heart)
- Team player.
- Ambition and desire to succeed.

### **General Duties:**

- Focus on spending time in the field with your key "type A" customers helping them with their material handling needs.
- Develop strong relationships with our customers through timely, regular visits.
- Set Goals and Manage your time effectively with a Franklin Planner or equivalent

PDA (Outlook).

- Promote BMH in all appropriate forums.
- Master product information through training and personal efforts.
- Provide professional quotes in a timely manner. Fill out sales orders completely, both product and pricing information.
- Master business technology (AutoCad, CRM, Power Point presentations, etc.).
- Plan strategies for territory penetration/account management.
- Pursue MHMS Certification/GA Tech Logistics Certification
- Pursue leads from our suppliers within 4 business days.
- Maintain customer database information current in our CRM.
- Communicate with other BMH team members effectively. Keep receptionist advised of schedule through Outlook. Check and use voice mail diligently. Maintain the team relationship.
- Communicate strategic information regarding suppliers, customers and competition.
- Follow the Systems Checklist for systems projects.
- Maintain positive cash flow on systems projects. Follow up on highlighted past due accounts.
- Enter sales call data into the CRM.
- Maintain office area clean and organized.
- Maintain appearance in the field (coat/tie, shined shoes, car clean-ready for guests).
- Complete all administrative tasks/paperwork in timely manner. Review revenue reports. Inform Sales Manager before month end of any adjustments.
- Attend weekly sales meeting and other scheduled meetings on time.
- Network with business contacts within the territory (i.e. Chamber of Commerce, service organizations, government business resources, etc.).