

Join our award-winning culture
and become a part
of our success



Sales Engineer Customer, Design, & Engineering (CDE)

BALLUFF

SUMMARY: Provide future growth and profitability through the development of targeted accounts.

PRIMARY RESPONSIBILITIES:

- Develop and sell customer specific solutions with a focus in at assigned existing accounts, focused prospect accounts, and respond to new leads.
- Responsible for business development and account management for assigned and prospect accounts.
- Develop & maintain strong understanding of each customer's situation, challenges, and requirements.
- Develop & maintain advanced knowledge base to become trusted adviser with the following core products which are at the center of Balluff's CDE solutions: Industrial & Embedded Cameras, Optical Sensors (BOH) & Amplifiers (BAE), and Capacitive Sensors (BCS) & Amplifiers (BAE).
- Manage communication with technical support.
- Support product customization projects
- Manage customer product design-in cycles.
- Develop quotes and proposals for customers.
- Negotiate contracts and conditions with customers.
- Provide feedback of technical trends back to product management and development teams.

REQUIREMENTS/QUALIFICATIONS:

- Minimum 3-5 years of demonstrated success selling to and managing large accounts.
- Experience in matrix and complex international organizations.
- Strong familiarity of professional sales processes (ex. SPIN, Value Selling, Strategic Selling, Large Account Mapping, etc...).
- Must have exceptional written, oral, presentation, and MS Office skills. Experience utilizing CRM and other opportunity management tools.
- Should be personable and able to effectively communicate & present ideas, concepts and technical data to prospective customers and internal personnel.
- Ability to effectively function and communicate in a global, team environment.
- Customer engagement through new "virtual" methods (ex. MS Teams) as well as in person meetings.
- Up to 35% travel depending upon location.

* 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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