



CONVEYOR HANDLING COMPANY

Material Handling Solutions That Work

Experienced Material Handling Systems Sales Engineer (East Coast or Mid-West Territory)

Are you a top producer selling material handling and automation solutions to end users and looking to make a move to a company offering more financial opportunity, independence, flexibility, and better team environment? Conveyor Handling Company, one of the nation's leading material handling systems integrators, is currently hiring experienced sales engineers. We have openings to cover territory anywhere on the East Coast or Mid-West. This position can be based in our office in MD, or remote, if out of the area. At least 5 years of experience designing and selling automated material handling systems to end users is required (conveyor & sortation, storage, order picking solutions, robotics, and other solutions). A strong track record, and an existing customer base, is required. Candidates must also at least have a working knowledge of AutoCAD and the ability to do preliminary engineering/design.

We are looking for highly motivated individuals responsible for establishing and maintaining customer relationships, calling on new and existing accounts, with the goal of creating sales growth. This position offers an independent work environment with ongoing training and support, and offers an extremely competitive compensation and benefits package, as well as an atmosphere to promote personal and professional growth. The successful candidate must be:

- A high-energy self-starter inspired by unlimited income potential
- Self-motivated to grow sales in their territory
- Be able to maximize sales through relationship building and problem solving
- An effective communicator, team player and have a strong desire for success
- Detail oriented and organized

Responsibilities

- Identify customer material handling problems and engineering solutions
- Proposing and selling the solution, and working with the customer and CHC operations team during implementation through completion to ensure customer satisfaction
- Tracking financial status, including selling price, costs, and profit of the project through payment of final invoice
- Generate profitable revenue growth through implementing and achieving sales objectives
- Develop and maintain relationships with new and existing customers to ensure high customer satisfaction, positive long-term relationships and repeat business
- Accurately report activities within the required timeframe set by the Sales Manager
- Accurately maintain necessary records and files required by the company
- Active prospecting

Qualifications

- Strong relationship building and closing skills
- Successful track record of at least 5 years of experience selling conveyor, storage, and other material handling systems to end users
- Existing customer base
- Able to effectively assess customer needs, present products and solutions, and close sales
- Excellent verbal, presentation and communication skills
- Able to self-start and work independently
- Excellent time management skills and highly organized
- Willingness and ability to prospect new business, build repeat business, and manage a large customer base
- Proficiency with AutoCAD and most common PC and web applications
- Working knowledge of electrical and controls