



Richmond, Virginia
Posted: March 2023

Sales Engineer
Automation Solutions

Job Description:

Jewett Automation is a fast growing, industrial automation and systems integration company seeking an established sales engineer to help grow the company's sales of custom engineered automation solutions. The ideal candidate will have technical sales experience and well-established relationship across the industrial base. The candidate must be self-motivated, demonstrate critical thinking, a strong work ethic, and excellent communication and organizational skills.

This is an exempt position with salary, commission and benefits reporting to the president of the company. This is likely a remote, work from home position. Occasional travel is expected.

Responsibilities:

- Build Jewett's brand as a customer focused company, by delivering exceptional customer service and timely responses.
- Be the customer's trusted point of contact for all automation inquiries and clearly communicate and manage the sales process.
- Significantly contribute to sales growth of Jewett Automation by meeting defined sales objectives.
- Identify companies with significant needs for our capabilities, establish relationships with key personnel within these organizations and strategically position Jewett to win opportunities.
- Qualify and present sales opportunities and work with management to set priorities and develop solutions for success.
- Work with the entire Jewett Automation staff to assure overall customer satisfaction throughout the various phases of project execution.
- Develop and nurture relationships with independent sales representatives to develop accounts and find/win potential project opportunities.
- Attend and exhibit at industry related trade shows.

Qualifications/Skills:

- Strong customer relationships across industrial based clients that can benefit from automation, preferably outside of the mid-Atlantic region.
- Minimum of 3 years technical sales experience, preferably working with automation systems.
- Ability to understand the technical details of the systems Jewett manufactures.
- Engaging, highly self-motivated and self-managed personality.
- Mechanical or Electrical Engineering degree preferred but will consider strong experience base in lieu of formal education.
- Strong negotiation skills. Ability to sell ideas.
- Able to hold your own in a difficult discussion. Should not shy away from conflict.
- Must be well organized to allow clear, concise communication of ideas and direction.

To Apply:

To be considered for this position, please submit your resume and cover letter to HumanResources@JewettAutomation.com.

About Jewett Automation

Jewett Automation manufactures highly engineered, automated manufacturing and assembly systems for industrial applications. The company has an outstanding reputation for understanding very complex issues faced in industry and providing customers improved product quality, operational flexibility, and superior economic benefits.

The company draws upon a host of automation platforms, techniques, and core competencies, including indexing cam-driven assembly systems, robotics, vision, and high-speed continuous motion, to arrive at the best and most economical end-result.

Jewett Automation has completed thousands of automation projects over a thirty-five-year history, in a variety of industries including automotive, medical, consumer products, electronics, telecommunications, and industrial products. These projects include assembly, packaging, material handling, robots, converting lines, rotary indexing, power, and free continuous motion, and much more.