



# CONVEYOR HANDLING COMPANY

## Material Handling Solutions That Work

### Experienced Material Handling Systems Sales Engineer

Conveyor Handling Company, one of the nation's leading material handling systems integrators, is currently hiring experienced sales engineers. We have openings for positions to be based in our headquarters, located between Baltimore, MD and Washington, DC, and also to work remotely, to cover other East Coast or Mid-West territory. At least 3 years of experience designing and selling automated material handling systems, including conveyor, storage, AGV, robotics, and other solutions, a strong track record, and an existing customer base, is required. To work remotely outside a 200 mile radius from our headquarters, candidates must be able to independently engineer projects.

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.

#### Responsibilities:

- Identify customer material handling problems and engineering solutions
- Proposing & selling the solution and project managing the installation
- 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 3 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 & web applications
- Working knowledge of electrical and controls