
Field Sales Engineer
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Overview:

A Field Sales Engineer is responsible to find new sales opportunities in custom material handling equipment and continue to build on our existing client base. The Field Sales Engineer is responsible for marketing and developing interest in BlueArc, then following through and making sure our customers get prompt response to quote requests. This individual also participates in the design and drawings of the fabricated equipment. The process involves understanding the customer's goals and objectives and developing solutions to meet these goals. Technologies used in our equipment range from high level automation (specialty conveyors, PLC control, graphical user interfaces, 3D modeling) to more conventional fabricated items (carts, racks, etc.)

Blue Arc's goal is to help our customers compete in their markets by providing the best material handling solutions and technology.

Superior Performance Objectives:

- Ability to hunt for new customers and independently add to our client base
- Exceeds our customer's expectations by providing fabricated material handling equipment.
- Meets the mutually established annual sales goals
- Provide prompt professional proposals to customers in 2-3 day window on typical request.
- Ensure projects are executed in the most effective manner in regards to time, cost (budget) and function.
- Work with Engineering Manager to provide robust equipment concepts and designs.
- Clear communication with customers, management and the shop on issues that arise.
- Work well with others on the Blue Arc team. Have fun!

Requirements:

- Extensive experience in design of special machines.
- Outgoing personality, ability to call clients or potential clients and make appointments
- Customer service or sales background preferred.

- Experience in quoting specially fabricated equipment and machines. Includes estimating materials, engineering hours, shop hours, etc.
- Strong mechanical design aptitude.
- Strong technical drawing skills, especially in 3D modeling.
- Extremely computer literate with general Microsoft Office products.
- Ability to produce fabrication drawings from 3D model efficiently.

General Job Description:

- Seek out and cold call clients from our targeted customer list
- Plan week ahead and make appointments to client sites (typically Monday)
- Go out to customer sites and solicit opportunities to quote (typically Tuesday – Thursday)
- Work on quotes, summarize the weeks activities in CRM (typically Friday)
- Provide detailed quotes to our customers in a timely manner (2-3 days typically)
- Certification in SolidWorks parametric modeling tool.
- Completion of Professional Sales Training (Dale Carnegie)
- Enter and track opportunities in CRM system.
- Provide 3D concept models for customers at sales stage
- Work with Multi Media group to develop marketing materials and web-site content
- As needed, ability to develop designs for special material handling related equipment from concept to detailed fabrication drawings.
- Help resolve engineering issues as they arise by working closely with vendors and the shop.
- Meet and exceed our customer's expectations through superior design and implementation.
- Be a great team player and contributor within the office; be tolerant of others.
- Constantly review and master applicable business technology to ensure we are using the best tools.
- Maintain office area clean and organized.
- Track time spent by project and enter into time tracking software/spreadsheets.
- Work with management to prioritize projects on macro level; ability to prioritize individual tasks on your own.
- Complete all administrative tasks/paperwork in timely manner.
- Develop equipment manuals/documentation for projects.
- Work well with the shop; pitch in where needed. Spend part of time in shop assembling the equipment you designed to better understand how the components come together.
- Show up to work every day and on time.
- Maintain a consistently positive, enthusiastic attitude!