Ralph W. Earl Company is hiring three full-time Sales Engineers / Technical Sales Specialists

Automation Technology is changing rapidly as manufacturers look to find ways to improve productivity and reduce costs. We provide the expertise and products to help our customers apply cutting-edge solutions, while making it easy for manufacturers to adapt new technologies and reduce their manufacturing costs. Rapidly changing technologies in the areas of robotics, bus control schemes and architecture, safety compliance, predictive maintenance, hydraulic motion control, RFID, process automation, industrial ergonomics, and machine vision are just a few that manufacturers will struggle to stay abreast of without the help of experts like Ralph W. Earl, who focus on these things every day. Industrial Internet of Things (IIoT) and Industry 4.0 are already influencing the next wave of manufacturing technology evolution, and need to be understood and applied. Are you looking to join a company with a proven commitment to innovation, a company that knows how to handle and take advantage of emerging manufacturing technologies? If so, we look forward to talking to you.

Skills
Technical sales specialists need strong interpersonal skills because they build long-term relationships with clients and communicate verbally and in writing with other sales team members and technical workers. They must be persuasive in their presentations and persistent in pursuing leads. Excellent technology skills help specialists understand the complexities of their company’s offerings and keep them up-to-date on the latest advances in their industries. Specialists also rely on problem-solving acumen to analyze customer issues and recommend appropriate solutions.

Duties
To find potential customers, technical sales specialists follow up on recommendations from current clients, read industry journals and search the Internet. They meet with customers and technical staff to discover what they need. They prepare and deliver presentations that propose solutions offered by their companies that lower costs and increase productivity. Specialists also negotiate contracts and arrange for delivery. They then periodically check up on clients to see how current installations are working and to offer additional services and products.

Work
Technical sales specialists can work in teams, which can contain other specialists, engineers or marketing people. Many specialists do both the presentations and negotiating of contracts. Others focus on explaining the technical aspects of their offerings and leave the selling to marketing team members. Specialists can perform other tasks that are related to sales. For example, some are involved in market research, so they can modify existing products and services or recommend new ones. Others develop and implement product-training programs for their organizations and customers.

Qualifications
Students who have graduated or about to graduate from MCC’s Applied Integrated Technology, Engineering Science, and Mechanical Technology programs would most likely be the best candidates for these positions. There are no majors specific to technical sales specialists. Instead, students generally get degrees in engineering, technology or the sciences. Employers sometimes accept applicants who do not have degrees but have many years of experience with technology or sales. When hired, technical sales specialists receive extensive training from their employers. They may team up with a sales mentor who explains company procedures, customer service and technical information.

How to Apply
Candidates can email resume’s directly to David Todd, Sales Manager, at dtodd@rwearl.com