



Sr. Sales Engineer/Software Specialist

Olathe, KS

The Field

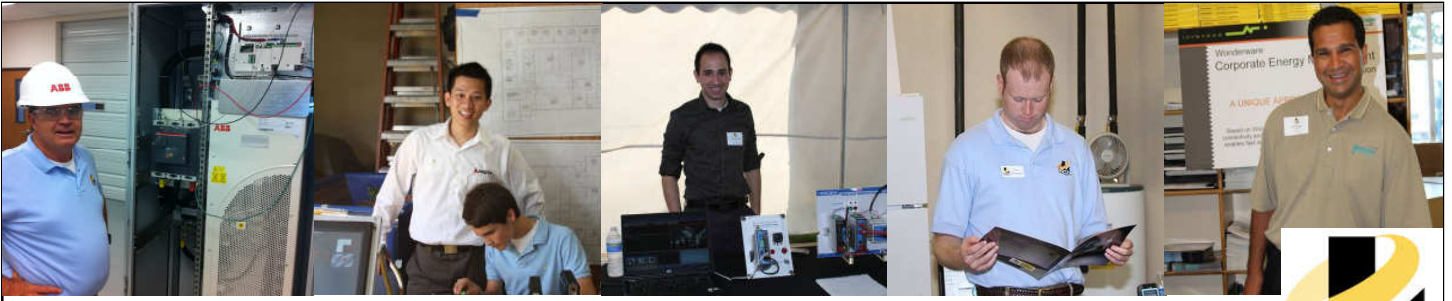
The field of sales engineering is a hybrid, combining the technical and problem solving skills of an engineer with the relational competencies and desire for customer satisfaction of a salesperson. The result is an exciting and rewarding career for those who are competent in engineering but also enjoy working with people. Sales engineers are often thought of as consultants, as they always have the customer's best interest in mind and work towards their success. The value they bring to their customers from their engineering background and knowledge of the solutions offered through their products is unequalled.

The Company

Logic, Inc. is a small, privately-owned Kansas City-based distributor of industrial automation products typically used in utilities and manufacturing. Because of our size, each employee plays an active role in the success of our company. We sell and support programmable controllers, operator interface hardware and software, industrial computers, variable frequency drives, software used in manufacturing, and precision motion control products. Logic, Inc. is a Certified Microsoft Partner. Our corporate headquarters is in Olathe, Kansas with sales offices in Wichita, KS, St. Louis, MO, Springfield, MO and Omaha, NE.

The Position – Sr. Sales Engineer / Software Specialist

As a sales engineer, you will be working with manufacturers, utilities, consultants, and systems integrators in the sales and support of software automation products in our territory. Logic Inc. offers products for real-time graphics, alarming, process historian, reporting, business intelligence, manufacturing execution, and workflow. Your responsibilities would include group and one-on-one technology demonstrations, training, sales and quotations, and customer support specifically around our software offerings. A thorough knowledge of Microsoft products, programming practices, project management, and software sales is required. Experience with manufacturing software is beneficial. Communication skills and the ability to learn technology quickly are paramount to success. See <http://www.logic-control.com/products.php> for an overview of the products we sell.



Requirements

- **Experience** – This position requires 5+ years selling and/or supporting high-level software—preferably in the industrial automation space.
- **Fast Learner**– This position will introduce a lot of new information, including new technologies, new software, new communication options, and new manufacturing processes.
- **Problem Solver**– The ability to listen to technical requirements and conceptualize how these would be met with our current products is essential.
- **Strong Communicator**– You will need to explain technical concepts and details in a way that people clearly understand what you are trying to convey. The value of our company depends on your ability to understand the customer’s needs and to explain our solution to meet those needs.
- **People Person**– To be successful you must enjoy working with many different types of people. This job may require you to be more outgoing than your natural inclination.
- **Team Player**– Everyone within Logic, Inc. is working towards a common goal. While many of your day-to-day tasks will be independent, we need people who are willing to help and to ask for help when necessary.
- **Self-Manager**– We do not micro-manage your work life; you must be able to manage time effectively, organize your material, and perform quality work without anyone looking over your shoulder.
- **Positive Attitude**– Being in a sales role requires a personality that is generally positive and enjoyable. This is required for effectively interfacing with coworkers, customers, and vendors.
- **Mediator**– As a distributor, our role is to advocate for the customers to the vendors and to advocate for the vendor to customers. This requires an objective perspective. General care must be taken when you feel that a customer or vendor is being illogical or irrational, and it is important not to try and change a closely-held belief of either party.