



Sales Engineer

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 and enjoy working with people. Sales engineers are often thought of as consultants; they always have the customer's best interest in mind as they work towards developing solutions. Sales Engineers bring value to their customers by listening to their customers' needs, demonstrating and selling highly technical products, and maintaining strong communication throughout the successful implementation of the customers' projects.

The Company

Logic, Inc. is a small, privately-owned Kansas City-based distributor of industrial automation products that are 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 located in Olathe, Kansas with sales offices in Wichita, KS, St. Louis, MO, Springfield, MO and Omaha, NE.

The Position –Sales Engineer

As a sales engineer, you will be working with manufacturers, utilities, consultants, and systems integrators in the sales and support of automation products. Logic, Inc. offers products for machine and process control, software for industrial applications, and precision motion control. Your responsibilities would include group and one-on-one technology demonstrations, training, sales and quotations, and customer support. All products we work with have programming functionality which requires a thorough knowledge of Windows-based operating systems and software. Experience with PLCs, VFDs, industrial communications, industrial software, or precision motion 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

- **Degree**– Graduated from an accredited university with a degree in the engineering field
- **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.