

Sales Engineer Trainee

Olathe, KS

The Field

Sales engineering is an exciting field that builds on the technical and problem solving foundation learned in school, and takes you out from behind the desk to see real life applications of technology. It is a rewarding career path for those who are competent in engineering but also enjoy working with people. Customers often see us as consultants, as we always have the customers' best interests in mind and work towards their success.

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 the beautiful Kansas City suburb of Olathe, KS with sales offices in Wichita, KS, St. Louis, MO, Springfield, MO and Omaha, NE.

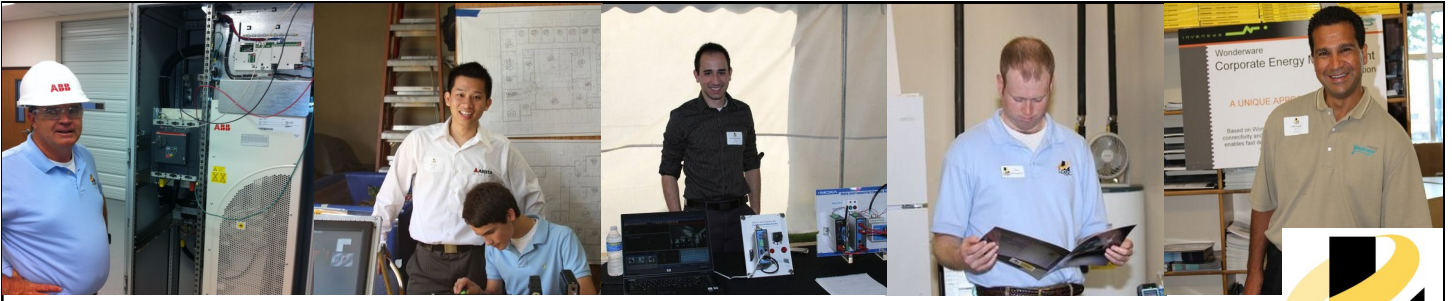
The Program

Being accepted into our Sales Engineer Training program is your first step toward a rewarding career in Outside Sales Engineering. During the training phase, you will:

- Receive technical training on automation products and software
- Get hands on experience with various automation products and software
- Learn the business systems that make Logic tick
- Develop relationships with industry experts (Sales Engineers, Application Engineers, Vendors, Consulting Engineers and Customers)
- Have the opportunity to assist customers with their automation applications
- Create proposals, demonstrations, quotes, and presentations for automation equipment and projects.

Once the training period is complete, you'll be eligible for assignment to one of our existing sales offices (listed above) or possibly even the opportunity to open your own office in a new market.

As a sales engineer, you will be working with manufacturers, utilities, consultants, and systems integrators in the sales and support of automation products. You'll be promoting and supporting 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.



Eligibility Requirements

- **Degree**— Graduated from an accredited university with a degree in the engineering field
- **Flexibility**— As a Sales Engineer Trainee your ultimate office location and transition date are to be determined.
- **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.

