

## SALES ENGINEER: DETROIT

Eckhart engineers advanced industrial solutions that enhance the quality of life. Eckhart's proven portfolio of Industry 4.0 technology includes autonomous mobile robots/autonomous guided vehicles (AGVs), collaborative robotic systems, traditional robotics, contract assembly line design & simulation, 3D printing tool development & production, and ergonomic general assembly tooling solutions for the world's largest manufacturers. Eckhart serves an established and loyal, blue-chip customer base of leading automotive and industrial original equipment manufacturers that include Stryker Medical, General Electric, Ford, Tesla, Pepsi, John Deere, and Caterpillar.

### Description

Our Sales Engineers are tasked with the creative and challenging responsibility of initiating relationships with a Fortune 500 customer base to identify, consult, and ultimately execute large automation projects. The work is diverse and offers an opportunity to combine technologies across Eckhart's entire suite of Industry 4.0 solutions. Typically, the majority of your work week is spent traveling to and engaging with existing and potential customers. The remainder of your work week is spent collaborating with Eckhart's in-house design and estimating teams on proposals, product development roadmaps, and other strategic initiatives.

### Qualifications & Expectations

- At least five years prior experience either working in a manufacturing environment for a global organization or selling solutions into these organizations
- An ability to work collaboratively and at a technical level with in-house resources in an effort to create creative and cost-optimal customer proposals
- Generate new leads and opportunities as well as foster and grow existing historical Eckhart relationships
- Experience and a commitment to a Salesforce-driven record management and forecasting process
- We expect our Sales Engineer to sell \$5M annually and offer a highly competitive compensation structure
- There's an opportunity to work from home with an expectation for regular visits to one of our sites for interaction with the team

Eckhart invests in people because we believe it is our people who differentiate our solutions and our company from our competitors. For over 40 years our company has committed dedicated creative minds to conceptualize and design custom manufacturing solutions for industry. Our customers span automotive, aerospace, steel, industrial machinery, commercial construction, household appliances, and farm machinery & heavy trucks.

**Please direct resumes and questions to [careers@eckhartusa.com](mailto:careers@eckhartusa.com)**