

**Senior Automation Sales Engineer
Turner Machine Co., Inc**



Your Blueprint for Success.

A 12-year-old company, Turner Machine is an industry leader that designs and builds automated equipment for all types of manufacturing industries. We've been consistently recognized as a company that delivers a great product and outstanding service. We are seeking talented individuals with a passion for customer service and a commitment to excellence to join our team.

Turner Machine is a growing company, and we do all we can to give our people the chance to likewise grow and excel. Our employees enjoy working at a place that offers a creative and secure environment, with many opportunities for advancement, increased product knowledge, benefits and more. You'll be challenged to innovate, encouraged to apply your knowledge and well-rewarded for the results

Vision Statement

The Vision of Turner Machine Co., Inc. is to be the best in class, with a profitable growth model that embraces continuous improvements in personnel, skills, facilities and capabilities. Ultimately, we will achieve the realization of our corporate and individual goals through the empowerment of each team member.

Mission Statement

Turner Machine Co., Inc. consists of a proven team of professionals dedicated to setting the standards of quality and service by providing tailored solutions to meet the automation and machine shop needs of manufacturing facilities. We aspire to be a respected and reliable resource by developing and utilizing proven streamlined systems, as well as practicing open and honest communication with our employees, customers and vendors.

DESCRIPTION:

Senior Automation Sales Engineer

Reporting directly to the Director of Sales and Marketing, this position will promote and sell industrial automation products with little supervision to manufacturing facilities in North America. Both new business development and account management skills are required in order to meet monthly sales objectives.

Candidate must have 4+ years of field sales or technical application experience with at least 3 years of solution sales to OEM and commercial accounts. Product knowledge of industrial automation components (PLC's, hydraulic & pneumatic motion controls, etc.) is required. Excellent communication and presentation skills, both oral and written, are essential.

Four-year engineering degree highly preferred but will consider a 2-year degree with equivalent years of practical experience.

PRINCIPAL DUTIES:

1. Develop new business and maintain existing accounts using value-based selling techniques. Cultivate relationships to promote Turner Machine market share, by calling on plant managers, mechanical engineers and purchasing managers. Plan, organize and implement solution concepts through project design and execution. Sales efforts will target manufacturing plants, including Automotive and Tier-1 suppliers. Sales efforts will also include all phases of selling custom engineered equipment.
2. Responsible for consistent territory management to provide maximum selling time, and generate new business through continuous prospecting and account penetration.
3. Develop short- and long-term strategic plans to increase existing account penetration.
4. Position Turner Machine as the premiere automation solutions provider to new and existing accounts by promoting the experience of our executive engineering team.
5. Maintain current knowledge of competitive products and systems characteristics, including knowledge of local competitive pricing. Must be able to apply economic consideration (first cost, operating cost, owning cost, ROI) to projects which he or she is managing.

6. Complete financial analysis of equipment purchases.
7. Assist with the recruitment and training of less experienced Sales Engineers, conduct training programs for customer personnel, present talks to technical societies, schools, etc.
8. Create conceptual project specifications. Estimating, proposal writing and presentation of customer requirements, and the ability to demonstrate Turner Machine's competitive advantages. Lead internal project kick-off and review all approved data and submittals prior to processing.
9. Oversee order entry and execution in accordance with Turner Machine's policies and procedures.
10. Service the customer after the sale and during installation to ensure satisfaction and to promote future business. This includes assisting with obtaining drawing approval, timely release for fabrication, credit and legal coordination, providing customers with timely shipping information, job site visits with customers, service coordination, and occasional factory visits to help sell and execute specific products or projects.
11. Ensure that DSO is within Turner Machine's payment terms.

**Our Ideal Sales Engineer Candidate will
possess the following qualifications:**

- Minimum 3 years of sales experience
- 4+ years of technical field sales experience or technical application
- 3+ years of solution sales experience
- Bachelor's degree in engineering or related discipline required. Will consider a 2-year degree with equivalent technical. MBA preferred.
- Excellent initiative and interpersonal communications skills
- Demonstrated ability to influence the market
- Ability to travel 25%
- Technical knowledge of industrial automation products (HMI, PLC's, VFD, motion controls)
- Working knowledge of most machine shop equipment and their capabilities
- Proficient in reading blue prints for quoting purposes
- Ability to assist in quoting process
- Microsoft computer skills a must
- Solid Works, Auto CAD & MS Project a plus
- Welding experience for quoting purposes a plus
- Self-motivated, focused and results-oriented
- Self-determined and driven to achieve defined goals
- A TEAM PLAYER, yet can remain focused on personal goals

- Clear, concise and effective verbal and written communication skills
- Professional appearance

Turner Machine provides:

- Competitive salary plus monthly commission plan
- Competitive benefits package
- Group health PPO, dental
- Retirement plan (SIP)
- Industry, application and sales training
- Solid respected industry reputation
- A secure working environment focused on excellence

Turner Machine Co., Inc.
603 Swan Drive
Smyrna TN 37167
Fax/223-1939
www.contactus@turnermc.com
www.turnermc.com

**Automation Controls Sales Engineer
Turner Machine Co., Inc**



Your Blueprint for Success.

A 12-year-old company, Turner Machine is an industry leader that designs and builds automated equipment for all types of manufacturing industries. We've been consistently recognized as a company that delivers a great product and outstanding service. We are seeking talented individuals with a passion for customer service and a commitment to excellence to join our team.

Turner Machine is a growing company, and we do all we can to give our people the chance to likewise grow and excel. Our employees enjoy working at a place that offers a creative and secure environment, with many opportunities for advancement, increased product knowledge, benefits and more. You'll be challenged to innovate, encouraged to apply your knowledge and well-rewarded for the results

Vision Statement

The Vision of Turner Machine Co., Inc. is to be the best in class, with a profitable growth model that embraces continuous improvements in personnel, skills, facilities and capabilities. Ultimately, we will achieve the realization of our corporate and individual goals through the empowerment of each team member.

Mission Statement

Turner Machine Co., Inc. consists of a proven team of professionals dedicated to setting the standards of quality and service by providing tailored solutions to meet the automation and machine shop needs of manufacturing facilities. We aspire to be a

respected and reliable resource by developing and utilizing proven streamlined systems, as well as practicing open and honest communication with our employees, customers and vendors.

DESCRIPTION:

Automation Controls Sales – Account Executive

Reporting directly to the Director of Sales and Marketing and working closely with the Controls Engineering Manager, this position will promote and sell industrial automation controls services and products with little supervision to manufacturing facilities in North America. These services include Control Panel Assembly and Wiring, Control Panel Design, Control System Engineering, Control Upgrades to older equipment, and PLC/HMI programming. Both new business development and account management skills are required in order to meet monthly sales objectives.

Candidate must have 4+ years of field sales or technical application experience with at least 3 years of solution sales to OEM and commercial accounts. Product knowledge of industrial automation components (PLC's, hydraulic & pneumatic motion controls, etc.) is required. Controls design and programming experience a plus. Excellent communication and presentation skills, both oral and written, are essential. Four-year engineering degree highly preferred but will consider a two-year degree with equivalent years of practical experience.

PRINCIPAL DUTIES:

1. Develop new business and maintain existing accounts using value-based selling techniques. Cultivate relationships to promote Turner Machine market share, by calling on plant managers, mechanical engineers, manufacturing engineers, and purchasing managers. Plan, organize and implement solution concepts through project design and execution. Sales efforts will target manufacturing plants, including Automotive and Tier-1 suppliers. Sales efforts will also include all phases of selling custom engineered automation controls equipment.
2. Responsible for consistent territory management to provide maximum selling time, and generate new business through continuous prospecting and account penetration.
3. Develop short- and long-term strategic plans to increase existing account penetration.

4. Position Turner Machine as the premiere automation solutions provider to new and existing accounts by promoting the experience and capabilities of our Controls department, including Control Panel Assembly and Wiring, Control Panel Design, Control System Engineering, Control System upgrades, and PLC/HMI programming.
5. Maintain current knowledge of competitive products and systems characteristics, including knowledge of local competitive pricing. Must be able to apply economic consideration (first cost, operating cost, owning cost, ROI) to projects which he or she is managing.
6. Complete financial analysis of equipment purchases.
7. Assist with the recruitment and training of less experienced Sales Engineers, conduct training programs for customer personnel, present talks to technical societies, schools, etc.
8. Create conceptual project specifications. Estimating, proposal writing and presentation of customer requirements, and the ability to demonstrate Turner Machine's competitive advantages. Lead internal project kick-off and review all approved data and submittals prior to processing.
9. Oversee order entry and execution in accordance with Turner Machine's policies and procedures.
10. Service the customer after the sale and during installation to ensure satisfaction and to promote future business. This includes assisting with obtaining drawing approval, timely release for fabrication, credit and legal coordination, providing customers with timely shipping information, job site visits with customers, service coordination, and occasional factory visits to help sell and execute specific products or projects.
11. Ensure that DSO is within Turner Machine's payment terms.

**Our Ideal Account Executive Candidate will
possess the following qualifications:**

- Minimum 3 years of control product sales experience
- 4+ years of technical field sales experience or technical application
- 3+ years of control solution sales experience
- Bachelor's degree in engineering or related discipline required. Will consider a 2-year degree with equivalent technical. MBA preferred.
- Excellent initiative and interpersonal communications skills

- Demonstrated ability to influence the market
- Ability to travel 25%
- Technical knowledge of industrial automation control products (HMI, PLC's, VFD, motion controls)
- Proficient in reading blue prints and electrical schematics for quoting purposes
- Ability to assist in quoting process
- Microsoft computer skills a must
- AutoCAD & MS Project a plus
- Self-motivated, focused and results-oriented
- Self-determined and driven to achieve defined goals
- A TEAM PLAYER, yet can remain focused on personal goals
- Clear, concise and effective verbal and written communication skills
- Professional appearance

Turner Machine provides:

- Competitive salary plus monthly commission plan
- Competitive benefits package
- Group health PPO, dental
- Retirement plan (SIP)
- Industry, application and sales training
- Solid respected industry reputation
- A secure working environment focused on excellence

Turner Machine Co., Inc.

603 Swan Drive

Smyrna TN 37167

Fax/223-1939

contactus@turnermc.com

www.turnermc.com