Sales Project Engineer

Overview:

A Sales Project Engineer works with customers to ensure that products fulfil their specified application and design criteria and provide a timely and accurate quote to meet the customer’s needs. Sells our corporate products and/or services to business and industrial establishments or individuals over the telephone. Assists the Field Sales force and Engineering Consultants to service their accounts through design, quoting, and proposals. Helps companies compete in their markets by providing the best material handling system solutions and technology.

The Project Sales Engineer will be based in our European Headquarters, in Madrid, Spain.

Superior Performance Objectives:

- Our customers are very happy with the engineered solutions and the overall service value provided
- Great teamwork with the field sales staff, administrative coordinators, and sales management
- Excellent representation of all of our key suppliers/subcontractors products and services within your territory
- Exceeding the annual sales goals
- Penetrates new target accounts
- Creative engineering to provide superior solutions for our customers
- Where possible sell at list prices
- Project management skillsets to lead system implementations

Qualifications:

- Bachelor’s degree in an Engineering Discipline
- Technical sales experience in the industrial sector a plus
- Material Handlin g automation design and sales experience a plus
- CAD experience (AutoCAD a plus)

Attributes:

- Passion to succeed in a commission based incentive structure
- Excellent communication skills
- Loves designing and engineering creative solutions
- Entrepreneurial
- Persistent. Not easily discouraged if a sale is lost
- Loves meeting people and building relationships
Detailed oriented
Responsive to requests
Positive, Energetic, and Optimistic
Comfortable operating independently, autonomously
Strong sense of customer service. (Servant's heart)
Team player
Ambition and desire to succeed
Fluent English and Spanish. Third language desirable
Willing to travel (50%) to support project implementations at a domestic and international level
Open to international relocation to further his/her career opportunities as business develops within the region

General Duties:

- Promote Bastian Solutions in all appropriate forums
- Master product information through training and personal efforts
- Plan strategies for territory penetration/account management
- Pursue MHMS Certification/GA Tech Logistics Certification
- Pursue leads from our suppliers within 4 business days
- Maintain customer database information current in our CRM
- Communicate strategic information regarding suppliers, customers and competition.
- Enter sales call data into the CRM
- Complete all administrative tasks/paperwork in timely manner. Review revenue reports. Inform Sales Manager before month end of any adjustments
- Be a project leader throughout implementations on-site
- Provide engineering support to customers with product application, design specifications, and technical assistance
- Provide design, application, technical sales and customer service support to the Field Sales Engineers
- Assist Senior Field Sales Engineers and Sales Consultants with system designs ($1M+) in AutoCAD
- Design conveyor systems in AutoCAD to meet the customer's specifications and application
- Review blueprints, plans, and other customer documents to develop and prepare cost estimates for proposed equipment or services
- Provide technical services to clients relating to use, operation, and maintenance of equipment
- Develop strong customer relationships with key accounts and suppliers
- Create professional quotations that list the benefits and features along with a picture of the item on any opportunity over $1,500
- Handle inbound sales calls and convert calls into profitable sales through product design and quoting
- Make outbound lead follow up calls to potential and existing customers by telephone and e-mail to qualify leads and sell products and services
- Create proposals for clients
- Provide on-site project management support as required
- Responsible for the organization, deadliness, and upkeep of the supplier library and literature
- Other duties as assigned

Field Applications Engineer

Overview:

A Field Applications Engineer develops strong relationships with the industrial clients in a geographical area and provides them with exceptional material handling and automation solutions to meet their business requirements. The engineered solutions require an excellent understanding of material flow, information flow, and general business processes.
The Field Application Engineer will be based in the European Headquarters, in Madrid, Spain

**Superior Performance Objectives:**

- Our customers are very happy with the engineered solutions and the overall service provided
- Great teamwork with the inside sales staff, administrative coordinators, and sales management
- Excellent representation of all of our key supplier's products and services within your territory
- Ability to close sales. Exceeding the annual sales goals
- Penetrates new target accounts
- Creative engineering to provide superior solutions for our customers

**Qualifications:**

- Bachelor's degree in an Engineering discipline
- Technical sales experience in the industrial sector a plus
- Material Handling automation design and sales experience a plus
- CAD experience (AutoCad) a plus
- Fluent in Spanish and English, a third major language (French, German...) is desirable

**Attributes:**

- Passion to succeed in a commission based incentive structure
- Loves designing and engineering creative solutions
- Entrepreneurial
- Persistent. Not easily discouraged if a sale is lost
- Loves meeting people and building relationships
- Detailed oriented
- Organized. Excellent on time management
- Responsive to requests
- Positive, Energetic, and Optimistic
- Comfortable operating independently, autonomously
- Strong sense of customer service. (Servant's heart)
- Team player
- Ambition and desire to succeed.
- Enjoys travelling (50%) internationally and open to re-locate to further his/her career as business opportunities develops within the organization

**General Duties:**

- Develop strong relationships with our customers through timely, regular visits
- Promote Bastian Solutions in all appropriate forums
- Target key accounts and then penetrate them
- Sell a wide variety of products and services to meet your customer's needs
- Occasionally take on a few National Accounts that may be out of your geographical area
- Master product information through training and personal efforts
- Provide professional quotes in a timely manner. Fill out sales orders completely, both product and pricing information
• Master business technology (AutoCad, CRM, Power Point presentations, etc.)
• Plan strategies for territory penetration/account management
• Pursue various professional Certification/GA Tech Logistics Certification
• Pursue leads from our Web Site and suppliers within 4 business days
• Maintain customer database information current in our CRM
• Communicate strategic information regarding suppliers, customers and competition
• Network with business contacts within the territory (i.e. Chamber of Commerce, service organizations, government business resources, etc.)

Engineering Consultant

Overview:

This position pursues and executes automation, operations, and process engineering consulting engagements for new and existing clients, helping them to meet their business strategic goals. They will also engage in strategic sales of automation systems, either by converting consulting engagements to system sales or assisting other business units in pursuing system sales through the use of Data Analysis, Material Handling System Design, and Computer Simulation.

The Engineering Consultant will be based out of our European Headquarters in Madrid, Spain.

Superior Performance Objectives

• Ability to develop excellent client relationships and earn their trust though superior problem solving and hard work.
• Provide excellent analysis of customer’s operational data used to design superior processes and systems.
• Develop and communicate new concepts for improvements to client’s operations.
• Creative engineering (information and material flow) and innovative operational solutions.
• Provide computer simulation modeling of proposed material handling systems.
• Build confidence with clients when making formal presentations.
• Provide excellent documentation and presentation of engineering results.
• Close major system sales through a “top down” consultative selling approach. Provide better solutions than our competition.
• Develop system proposals that are far better than our competition’s.

Qualifications:

• MBA or MS preferred, with an undergraduate degree in Engineering or other technical field.
• Understanding of supply chain and distribution systems.
• Understanding of material handling systems.
• Experience with computer simulation (AutoMOD, Demo3D, Arena, etc.) a plus; experience with data analysis tools (Advanced MS Excel, Access, etc.) preferred.
• Fluent in English and Spanish. Fluency on a third major language such as German or French, desirable
• Enjoys travelling (50%) internationally and open to re-locate to further his/her career as business opportunities develops within the organization

Attributes:

• Enjoys helping our clients be more productive with advanced automation tools.
• Ability to provide industrial material flow and information flow analysis and consulting studies.
• Aptitude for data analysis, slotting studies, and simulation engineering.
• Conducts computer simulation model development of manufacturing and/or material handling systems made up of package conveyor, pallet conveyor, automatic guided vehicles, and automated storage and retrieval systems.
• Analyzes and interprets simulation results.
• Performs pre-sales support activities as needed.
• Ability to communicate to all levels in a client organization with confidence.
• High energy level and selling skills when doing "top down" sales with major clients.
• A team player and coach for all of the various resources required on our projects
• Outstanding written and verbal communications skills, including presentations.
• Ability to develop "trusted advisor" relationship with client.
• Develops material and information system handling concepts based on client needs as a part of the Consulting team.
• Understanding of distribution and manufacturing operations.
• Energetic and Ambitious. Positive Attitude. Team Player. Self starter.
• Great customer service skills
• Must have a servant’s heart when it comes to dealing with internal and external customers

General Duties:

• Conduct consulting services for our clients.
• Assist in pursuing new clients for consulting services.
• Coordinate with specific resources (software engineers, controls engineers, CAD / Simulation Engineers, etc.) to prepare reports and proposals.
• Continue to enhance and refine the tools / methodologies we use.
• Maintain your education on a wide variety of material handling automation and simulation software areas.
• Become a thought leader in distribution systems and automation.

If interested, please contact;

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