***REPORTING RELATIONSHIP & FUNCTIONAL ROLE***

This person reports functionally and administratively to the Director of Sales and Marketing. The Cobot Outside Sales Representative generates leads, prospects, and sells our innovative cobot solutions to industrial clients.

***REQUIREMENTS & CONDITIONS***

* ***Education:*** Bachelor’s degree in Business Administration, Engineering, Robotics, or a related field.
* ***Experience:*** Proven, verifiable track record of professional sales success, Industrial or technological sales preferred.
* ***Skills, Knowledge, Abilities:*** Mechanical and technical aptitude, solid understanding of basic computer and Microsoft Office applications, and a working knowledge of the automation industry, including robotics/AI. Excellent communication, presentation, and negotiation skills. Self-motivated and goal-oriented with a demonstrated ability to work independently and as part of a team. Ability to travel within the assigned territory as needed.
* ***Character Traits:*** 
  + Team oriented and spirited
  + Dependable
  + Integrity
  + Flexibility
  + Positive “can do” attitude.
  + Ownership and responsibility
  + Looks out for the good of the company.
* ***Physical Requirements:*** Standing, sitting, climbing, walking, crouching, stooping, twisting, and bending.
* ***Working Conditions/Environment:*** Office conditions and shop conditions (no central heat or air condition); some outdoor work required.

***RESPONSIBILITIES AND JOB DUTIES***

***Key Responsibilities:***

* Sell/Market (direct, phone or email) assigned accounts
* Expand new customer base
* Expand sales and products to existing customers
* Maintain & grow profit margins
* Follow up on Qualified Sales Leads
* Quote follow-ups
* Present contracted vendor products
* Conduct in-depth consultations with prospects to understand their unique needs, challenges, and requirements.
* Articulate the features, benefits, and value proposition of our cobot solutions, demonstrating how they can address specific pain points and improve productivity.
* Develop tailored sales proposals and presentations to effectively communicate the advantages of our products and services.

***Duties:***

* Continue and improve product knowledge
* Research markets of expertise
* Assist training of Inside Sales Personnel
* Joint sales calls with vendors.

***Additional Duties:***

* Provide and coordinate customer service in all areas.
* Monitor Accounts Receivables and assist in resolution when needed
* Maintain customer records.
* Audit Inside Sales customer quotes and orders
* Identify all key contacts within each account
* Provide weekly sales call reports, expense reports, and next week call schedules.
* Monitor open orders and assist in resolution when needed.

***Administrative/General:***

* Assist in development, review, and maintenance of processes, procedures, and guidelines.

Reviewed and Accepted by:

Employee: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Manager: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_