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| Job Title: | Sales Engineer | Job Category: | Industrial Engineering / Sales |
| Department/Group: | Sales | Job Code/ Req#: | N/A |
| Location: | 13000 Pierce Street, Pacoima CA | Travel Required: | Yes |
| Level/Salary Range: | Entry Level | Position Type: | Full time  |
| HR Contact: | Debbie Baum | Date Posted: | 12/5/17 |
| Will Train Applicant(s): | Yes | Posting Expires: | 1/12/18 |

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| External Posting URL: | N/A |
| Internal Posting URL: | N/A |

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| Email:Email Address: jatin.lewis@sdi.systems |

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| Job Description |
| Role and Responsibilities**About SDI**For over 40 years, SD**I**has been the leading provider of systems and solutions for Distribution Centers in the retail, wholesale and e-Commerce world. More information about SDI can be found at sdi.systems. As part of SDI’s continued growth, we are looking to hire sales engineers to support our existing clientele and develop new opportunities. **Job Description**The primary focus of this position is to drive sales of the full breadth of SDI’s service offerings through a focused, targeted selling approach.Sales Engineers are long term relationship oriented, not transactional. Retail, distribution and supply chain knowledge is a plus, or a desire to learn. Strong relationship building capabilities to execute a very complex selling process is preferred. The Sales Engineer acts as the coach, and "project manager" of sales campaigns.**Primary Responsibilities:*** Representing SDI and the capabilities of the company positively in the marketplace.
* Leading sales engagements with Clients to produce in excess of US$5,000,000.00 recognized revenue each calendar year.
* Leading a team based selling approach in Client engagements.
* Understanding Client needs and translating these needs to a service offering mix which can be provided by SDI.
* Maintaining strong relationships with Clients and prospects.
* Responding to request for proposal (RFPs), request for quotation (RFQs), and request for information (RFIs) as appropriate and necessary with support from the sales support team member as needed.
* Producing and delivering sales presentations that are customized and specific to the Client needs and specific opportunity requirements.
* Supporting sales and marketing efforts at industry events through attendance at trade shows and speaking opportunities as appropriate.

**REQUIRED QUALIFICATIONS:*** Bachelor’s degree in Business, Engineering or equivalent analytically based discipline
* Experience of complex sales efforts and consultative sales techniques
* Close interaction & relationship development with Prospective & existing customer relationships
* Data Analysis support to include understanding customer’s throughputs, spatial and operational requirements
* Create Conceptual system-design support based optimizing material and process flows
* Determining Return on Investment estimates based savings created through conceptual designs
* Collaborating with internal teams and external vendors to execute high quality, cost effective solutions
* Strong relationship building skills
* Team Leadership skills and ability to lead team based sales efforts
* Strong general business skills and business aptitude
* Passionate and enthusiastic mindset with regards to all job responsibilities including putting the Client’s needs first, providing meaningful solutions, and working with the Company to be sustainable, achieve goals and maintain business principles
* Excellent verbal and written communication skills
* Organized and focused with good project management skills
* Intermediate knowledge of Word, Excel, PowerPoint
* Ability to multi-task
* Ability to travel domestically and internationally

Qualifications and Education RequirementsBachelor or Master’s degree in business or engineering1+ years’ experience in engineering, problem-solving and/or sales industry & general business experience.Preferred SkillsExperience in a customer facing role; experience in distribution and logistics; Microsoft office proficient (Excel, Power point, Word); AutoCAD, Customer Relationship Software (CRM) experienceAdditional NotesPosition will be based in SDI HQ in Pacoima, CA. |

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| Reviewed By: | Jatin Lewis | Date: | 12/5/17 |
| Approved By: | Krish Nathan | Date: | 12/5/17 |
| Last Updated By: | Jatin Lewis | Date/Time: | 12/5/17 |