

## JOB POSTING

A successful applicant is someone who is creative and produces unique automation solutions by combining the technology lines that Shelley Industrial Automation represents in a flourishing engineering environment. The successful applicant is driven and desires to establish themselves as a solution provider to new and existing accounts. The responsibilities and sales opportunities vary and are tied to your commitment to success. The ideal candidate enjoys working with team members, while their individual contribution drives excellence and motivates others to attain their goals.

Your prime objective will be to provide commercial and technical support across all of Shelley's territories primarily for Industrial, Collaborative and Mobile robotic platforms. Working directly with suppliers as well as the internal sales team to manage business development activities.

You are a decision maker who builds the path to success by utilizing exceptional communication and interpersonal skills in conjunction with strong analytical skills in this business development role individual to work with the sales team to meet customer requirements by means of customer's sample evaluations, demonstration and presentation of the technical solution in front of technical and non-technical audiences. Some short travelling will be required.

Please submit resumes to [info@shelley.com](mailto:info@shelley.com)

## KEY RESPONSIBILITIES

- ✓ Working closely with vendors and sales team to establish rapport and arrange sales and funnel review meetings.
- ✓ Maintaining CRM platforms for vendors, ensuring accuracy and details are entered appropriately.
- ✓ Researching the market to discover new automation opportunities.
- ✓ Increasing the value of current customer relationships while also fostering new connections and customers.
- ✓ Completing product demonstrations and trainings for audiences ranging in size and technical ability.
- ✓ Provide customers system sizing and quotations.
- ✓ To develop a broad technical knowledge of machine and motion controls system.
- ✓ Provide pre-sales and post-sales support to the customer as necessary.

## SKILL REQUIREMENTS

- ✓ Industrial Robotics experience for a variety of applications. Knowledge of collaborative and autonomous robotics is an asset.
- ✓ Strong English communication skills, both written and verbal are an absolute must. Personable and professional with a knack for speaking to a wide variety of personalities.



- ✓ Comfortable presenting to audiences in a sales capacity, as well as providing product training and some technical support as necessary.
- ✓ Experience managing CRM platforms, updating platforms accurately and on time.
- ✓ Knowledge of the sales cycle, from beginning to end, able to contribute at every step along the way.
- ✓ Some exposure to marketing and developing sales promotions would be an asset.
- ✓ “C” language or similar programming experience is preferred. Willingness and ability to learn and use sequential programming languages for application testing.
- ✓ Experience with machine vision systems is preferred.
- ✓ Experience with Servo's and Pneumatic systems is an asset.
- ✓ Must be self-directed and self-motivated; able to take daily assigned tasks and complete them with minimal direction or assistance.

#### EDUCATIONAL REQUIREMENTS

- ✓ A Degree or Diploma in an Engineering field such as Automation, Mechatronics, EE, ME or equivalent is required.
- ✓ 3-5 years of relative experience.