

Sales Account Manager/ Sales Engineer position is open in **Western Wisconsin. The territory includes Dane, Sauk, LaCrosse, Eau Claire, Chippewa and surrounding counties (20 plus in total).**



Doig Corporation is a Factory Automation Products and Solutions Distributor based in the Western Wisconsin/ Madison area. We serve the state of Wisconsin. Our customers are OEM's, Factories, Systems Integrators, Value Add Shops, Contract Manufacturers and other Distributors that require ongoing support in design and component selection. Working with our suppliers, we provide the analysis, technical information and product support to help make our customer's decision an easy one.

The ideal candidate has strong selling skills in factory automation solutions. We represent many strong brands in robotics, pneumatics, sensors, vision systems, motion control, electrical and safety components and systems. Emerson (Numatics, Aventics), SICK, Epson Robots, SCHUNK, ABB, Tolomatic, Doosan Cobots, OnRobot, Baumer, IDEC, Weintek and other supply partners make up our impressive Line Card.

This position is for technically based **Sales Professionals**. Our Sales people spend the majority of their time in front of customers, discussing projects, problems and solutions. Presentation and negotiation skills are key, but listening skills are just as important. Strong follow-up habits improve the ability to serve customers, our suppliers, and our team.

Responsibilities:

- Present and sell company products and services to new and existing customers, focusing on our Key Brands and Key Customers first
- Prospect and contact potential customers
- Reach agreed upon sales targets by the deadline
- Resolve customer inquiries and complaints
- Set follow-up appointments to keep customers aware of latest product introductions from our Suppliers
- Travel with Supplier team members to support their brand and products
- Maintain our CRM system as required on a timely basis that supports our team communication and marketing programs.
- Follow up on actions committed to in customer and supplier interactions.

Qualifications:

- A 2-4 technical degree that supports factory automation, robotics & control components is required.
- 2-4 years of Technical Sales is desired.
- Familiarity with CRM platform maintenance for record keeping
- Ability to build rapport with clients
- Strong presentation and negotiation skills
- Deadline driven and detail-oriented

This is a Commission/ Draw compensation position, with a plan designed for "Go Getters." There is no cap on your ability to earn.

How to Apply?

Send your resume to HR@DOIGCorp.com