



Applications Sales Engineer/Account Representative

Logic, Inc. is currently seeking applicants for the position of application sales engineer for our Wichita, KS office. The field of sales engineering is a hybrid of combining the technical and problem-solving skills of an engineer with the relational competencies and desire for customer satisfaction of a salesperson. Our sales engineers utilize their engineering background and knowledge of the solutions offered through Logic, Inc. and consult customers on what products fit the application space.

Responsibilities:

As an outside sales engineer, you will be working with manufacturers, utilities, consultants, and systems integrators in the sales and support of hardware and software automation products in our Wichita territory. Logic Inc. offers products for machine and process control, software for industrial applications, and precision motion control.

- Develop new accounts through networking, vendor coordination, and market research
- Provide quotations, place orders, submit documents, and technical assistance
- Prepare and deliver technical demonstrations that provide solutions to fit application needs
- Travel within territory via company car to develop and maintain customer relationships
- Continue learning new technologies, products, and industrial applications

Preferred Experience:

- Experience with PLCs, VFDs, industrial communications, industrial software, or precision motion is helpful
- Degree in automation, mechanical engineering, or electrical engineering
- Establish relationships with existing customers in the Wichita area
- Must understand industry engineering design concepts and practices
- Experience in developing presentations and sales quotes with the ability to explain technical concepts
- Excellent interpersonal, verbal, and written communication skills
- Able to manage time effectively, organize your material, and perform quality work without being micro-managed.

What We Offer:

- Competitive salary & bonus package
- Full benefits package including medical and excellent retirement benefits
- Paid holidays and vacation, personal, sick time
- Company provided cell phone, laptop, software, supplies and company vehicle
- Great working environment with a team approach to sales

Who We Are:

Logic, Inc. is a regional high-tech distributor that provides solutions and services with control products to aid engineers, system integrators, OEMs, IT and management professionals for process manufacturing industries. Our corporate headquarters is in Olathe, Kansas with sales offices in Wichita, KS, St. Louis, MO, Springfield, MO, Des Moines, IA, and Omaha, NE. [Visit us online](#)

Send in your resume today to resumes@logic-control.com

Promoting technical solutions to ensure your success with automation