



Entry Level – Sales Engineer/Account Representative

The Field

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. Always having the customer's best interest in mind and working towards their success, 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 Kansas City territory out of our Olathe, KS office. Logic Inc. offers products for machine and process control, software for industrial applications, and precision motion control.

Sales Engineer duties include:

- Managing existing accounts by providing quotations, placing orders, submittal documents, and customer technical assistance specifically around our software offerings.
- Developing new accounts through networking, vendor coordination, and market research.
- Preparing and delivers technical demonstrations to customers that provide solutions to fit their application needs.
- Traveling within territory via company car to maintain customer relationships.
- Continually learning new technologies, new products, and new industrial applications.

Qualifications

- BS in an Engineering field or similar technical degree required.
- Outgoing personality with strong customer-service skills.

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- Experience with PLCs, VFDs, industrial communications, industrial software, or precision motion is helpful.
- Effective computer skills and the ability to learn new technology quickly.
- Able to manage time effectively, organize your material, and perform quality work without being micro-managed.
- Excellent communication with the ability to explain technical concepts.

Company Overview

Logic, Inc. is a regional high-tech distributor of industrial automation products. Since 1981, we have built a reputable organization 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 and Omaha, NE.

Why choose Logic, Inc.?

We seek out the best talent and provide you with resources, like continuous training and shadowing, to enable your success in sales. Choosing a career with Logic, Inc. means joining a great company that values employees, leads with integrity and strives to be at the forefront of innovation in industrial automation. Benefits include a bonus program, comprehensive healthcare, 401k contribution, company car, iPhone, and other equipment for our sales team.

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