



IDA Industrial estate, Dunmore Road, Tuam, Co Galway

CPS is a manufacturer of Automated Materials and Handling Equipment.

As part of the expansion of the business we are currently recruiting the following:

Senior Sales Automation Engineer

Job Summary:

As the Senior Sales Automation Engineer, you'll be key to overseeing solution-based business development opportunities for some of our largest and most important customers. This means we'll depend on you to use your creativity and expertise to transform vague and often complex opportunities into significant deals.

In this role, you'll also support the growth of the business by providing technical sales support for customers and CPS sales engineers, including pre and post client interaction throughout the sales process. If you enjoy challenging projects, using new technologies to reach strategic business goals, and leveraging your entrepreneurial spirit, then this is the role for you!

Job Responsibilities:

Participate in the entire sales process – initial discovery, project review, design submission, component installation

Work with customers to present a technical perspective on the company's sales offering.

Collaborate with the CPS Engineering Teams to obtain quotes in support of sales opportunities

Provide alternative solutions as required to meet unique end user, component or installation criteria

Assist with development of customer presentation tools and coordination of end-user site visits

Develop sales and marketing strategies for key market sectors

Collaborate with CPS internal departments to ensure schedule accuracy and delivery to individual clients

Job Skills & Qualifications:

Preferred:

- Excellent analytical, written, verbal communications, and documentation skills
- Ability to maintain focus and business acumen under sometimes demanding sales/business negotiations

Required:

- 5+ years of relevant experience
- Minimum qualification of Engineering Degree within a mechanical discipline
- Must be able to communicate technological solutions and product knowledge not only to technical but to business users as well
- Understanding of the Sales Cycle and where the Projects Engineering Team is responsible
- Strong knowledge of SolidWorks, MS Office & Financials
- Must excel in competitive situations

If you would like to join a team of experienced personnel at CPS, please forward your CV to: careers@cps.ie

Closing date for receipt of applications is 15th November 2019

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