



**TM GE Automation Systems LLC**

Office: 1325 Electric Road, Suite 200, Roanoke, VA 24018 USA  
Mailing Address: 2060 Cook Drive, Salem, VA 24153 USA

**Job # ES4308**

**Job Title:**

Technical Sales Manager

**Location:**

US – NW Indiana

**Business Unit/Department:** Sales

**Job Responsibilities:**

Articulate TMEIC GE technology/product positioning to customers and project engineers

- Actively drive and manage the technology evaluation stage of the sales process
- Listen to customer and use astute questioning to understand, anticipate and exceed their needs
- Generate specs, proposals, schedules for implementation and pricing information
- Provide pre-sales technical assistance and post-sales support, positioning yourself as the customers' preferred point of contact
- Travel to customer locations, both locally and regionally, in support of sales opportunities
- Strategic sales planning/business development at target accounts
- Liaison to TMEIC GE sales and service partners
- Support field sales activities including technical presentations, evaluation and creation of growth opportunities and new markets

**Minimum Qualifications:**

Qualified applicant will have demonstrated exceptional interpersonal and communication skills, including strong presentation skills. Must have application engineering knowledge and be a solution-focused sales professional with sales skills related to project transactions for industrial drives, controls and automation.

**Experience:**

- Minimum of 10 years experience in industrial drives and controls
- Minimum of 5 years application experience
- Must have direct customer sales or service experience
- Metals industry process knowledge

**Education:**

Bachelor of Science in Electrical Engineer (BSEE) or Mechanical Engineering required.

**General Information:**

Frequent travel required.

**Direct Link to online application <http://www.tmge.com/hr/app.php>**

In order to be considered for a job opening, all applicants must complete an on-line job application, in full, for each job opening. A resume can be attached to the on-line application but is NOT considered a substitute for the information in the application. Applications are not accepted for positions not posted. Current Job Listings, along with our application can be found on our Website at [www.tmge.com](http://www.tmge.com), click on Career Opportunities.

*We are an Equal Employment Opportunity Employer & Affirmative Action Employer*