

Become part of our Team

We are a young, innovative family business and develop, produce and distribute sensors and high-tech cameras for industrial automation with more than 250 employees worldwide. Our innovative products enjoy an excellent reputation and are in use worldwide.



SensoPart Inc. is looking for a highly motivated

Senior Sales Engineer - Michigan

Place of work: Bingham Farms, MI

Your main tasks and responsibilities

Engage with customers and potential customers to gain understanding of their business and processes to successfully position SensoPart Vision, Barcode & Sensors

- Provides consultations and business expertise to customers and potential customers to create innovative solutions
- Foster the relationships directly with key customer decision makers
- Excel at prioritizing time and effort spent on essential tasks while managing the CRM to successfully deliver upon tasks and responsibilities.
- Solve basic applications directly at the customer's site.
- Presentation of our products at the customers in a professional and customer-oriented way.
- Work in a team environment and successfully be able to tailor personal communication style to get action and desired results despite challenges.

Your profile

- Bachelor Degree required
- 3+ years' experience in selling to automotive end users and OEM customers.
- 3+ years' experience in selling sensors and/or vision products
- 5+ years' experience in factory automation or technical sales background
- Demonstrated success in promoting strategy and managing distributor direction.
- Experienced in forecasting, CRM, and goal-oriented management.
- Passionate and self-motivated
- Excellent presentation and communication skills
- Willingness to travel primarily within Michigan

What we offer

- A full training on high end products for automation industry both in the US as well as in Germany
- An attractive, performance-related pay with a competitive base salary
- Flat hierarchies and an open and flexible working atmosphere

Are you interested? Please send us your application by e-mail to jobs.usa@sensopart.com

We appreciate your interest and will be happy to answer any questions you may have about the advertised position!

