

## JOB DESCRIPTION

**Position Title:** Technical Sales Engineer  
**Department:** Sales

**Job Status:** Permanent, Full-time  
**Reports To:** Vice-President

### Position Summary

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In business since 2003, Vista Solutions Inc. is a leading machine vision integrator and technology development company looking to fill the position of Technical Sales Engineer at our Windsor, Ontario HQ location.

Reporting to the Vice President of Sales, this individual will work in close collaboration with other members of the Business Development team to drive the entire sales process forward, thus allowing Vista to build on its' corporate vision of achieving world class excellence and a leadership position in the field of machine vision integration.

The incumbent works across a broad range of industries including Food and Beverage, Automotive, Medical Device, Packaging, Metal Casting and Consumer Products/Electronics across North America.

### Duties and Responsibilities

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Under the supervision of the Vice-President, the duties and responsibilities of the Technical Sales Engineer include, but are not limited to, the following:

#### Business Development

- Leverage any existing relationships, and develop new relationships in industry for the purpose of expanding Vista business activities
- Work to maximize proposal profitability by selling Vista labor services at highest price possible, while obtaining best supplier pricing when applicable
- Assume, manage and develop key strategic accounts which will be outlined and designated shortly after time of hire. This account listing is subject to revision from time to time, and as necessary
- Consults with Technical Team to estimate technical requirements (i.e. hours, equipment, sub-contract services, etc.)
- From time to time, and as required, assist in the planning, execution and follow-up of trade shows and other similar events to further promote Vista
- From time to time, and as required, represent Vista at key trade shows which may allow us to identify new trends and market opportunities
- In support of Vista's overall sales strategy, look for market / client expansion strategies, which would be based on the expansion of sales as a result of replication and recurrence of previously deployed solutions at other clients
- Prepare cost sheets and technical proposals
- Utilize Net Suite CRM as primary tool for managing and tracking the selling process, ultimately using this data for Sales Pipeline management and focus on designated sales specific, Key Performance Indicators related to the overall sales process
- Working with VP of Sales, understand key targets by which selling performance is measured
- Negotiate commercial matters and change in timing issues with customers
- Prepare and present company and proposal presentations to clients
- Drive and coordinate the project hand-off meeting with Vista PM team, at time of PO receipt from client

## **Project Management**

- Assist when needed, in the allocation of resources in Resource Planning Calendar
- As required, support PM in maintaining regular and ongoing communication with end users and other relevant stakeholders on topics related to project timing, open issues, engineering changes, etc.
- Together with technical manager and senior technical team members, reviews documentation in advance of submission to the customer (i.e. evaluations, engineering studies, etc.)
- Assists as needed, in the maintenance of the project folder, and ensure that is updated with all relevant documentation related to the project (i.e. product drawings, customer specifications, RFQ, sub-contract proposals, etc.)

## **Minimum Requirements**

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- Mechatronic, Electrical, Computer or other related technical degree/diploma with a keen interest and/or experience in machine vision, automation, robotics or programming;
- Two (2) to three (3) years' relevant experience in solution-based selling within the automation and/or controls industries;
- Experience and familiarity with machine vision is considered an asset;
- Knowledge of PLC, electronics, robot programming and automation is considered an asset;
- Valid Driver's License; and,
- Possessing a reliable vehicle is consider an asset.

## **Key Relationships**

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This position interfaces with internal and external contacts:

- Internal: *Technical Director, Machine Vision Engineers, Vice-presidents, Program Managers, Technical Sales Engineers, other Business Development/ Sales personnel, Human Resources, Payroll, Finance, IT, and Office Administration personnel*
- External: *Customers' or Clients' representatives, vendors, suppliers, government agencies, academic institutions, other as required.*

## **Working Conditions**

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This role is required to work independently in a dynamic, fast paced environment.

This role has a travel requirement outside the home-base city, sometimes with minimal lead time. This role also has travel requirements between Canada and the USA. A TN visa will be required (provided by Vista Solutions Inc.) for work in the USA.