

**Join our award-winning culture** and become a part of our success



## Technical Sales Trainee

**Florence, KY/Atlanta, GA**

**BALLUFF**

Calling all upcoming May and recent sales/engineering/business grads!

Balluff is growing and we are looking for individuals to join Balluff's Sales training program – typical program start dates in January & July (annually).

This six-month training program requires an **initial relocation to Northern KY/Cincinnati** area, as well as **relocation to Atlanta, GA, following completion of the training program.**

This training program will prepare you for a career as a Balluff Technical Sales Engineer in an assigned location.

Each employee hired into the Sales Trainee Engagement Program (STEP) will work in designated, key Balluff functional areas, performing a job or assignment in that area, with the intent to understand the role/area. You will also acquire hands-on knowledge of Balluff's inside operations, products, and understand Balluff's sales approach via internal sales training.

In this program, you will...

Work alongside our experienced technical customer support team members – begin building your product knowledge, work on customer applications, and communicate solutions to customers

Learn how our sales support team manages the flow of incoming orders and continues to provide the best-in-class support for our customers.

Learn how we plan, build, and deliver our “top in quality” products to our customers, usually exceeding their expectations.

Get hands-on experience driving our demo van and learning our products and the many ways we stay in constant contact with our customers.

Begin building customer relationships via virtual sales, assisting in assigned sales region and shadowing experienced Sales Engineers.

### **Who will be successful?**

Someone who is curious about “how things work”.

Someone with a passion for automation and continuous improvement.

Someone who loves to solve problems while improving a customers' efficiency.

Someone who manages their time well and is goal oriented.

Balluff, Inc.  
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**Who will be successful? (cont.)**

Someone who teams well with others and can work independently.  
Someone who has excellent follow through and follow up skills.  
Someone who is a confident, clear communicator.  
Someone who is happy to continue to learn something new every day.

**What are the basic requirements?**

- ✓ Four-year engineering, technical, or business degree, with up to 1-2 years of post-education experience.
- ✓ Technical aptitude with expectation to learn Balluff products, Balluff internal systems, and sales approach.
- ✓ Strong Microsoft Office skills as well as proficiency with virtual meeting tools.
- ✓ Relocation to the Florence KY/Cincinnati OH area for completion of six-month rotational training program, followed by relocation to assigned location (Atlanta, GA).

\* To apply, please send your resume and a cover letter to [careers@balluff.com](mailto:careers@balluff.com). Email attachments should be .docx or .pdf files with a combined size no bigger than 5 MB.

\* Qualified internal candidates should apply directly to HR.

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