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Sales Engineer V

Join our exciting team!

Quantum Solutions, Inc. is a leading, full-service integrator of control and automation systems, providing complete solutions for the total integration of manufacturing lines. We design and automate nearly all systems within a manufacturing facility and have over two decades of experience implementing control system solutions utilizing PLCs and HMIs. Our talented and dedicated electrical engineers use internally developed programming standards and years of experience to design and program a control system that improves production line efficiency and safety while also increasing production.

We are currently looking for an experienced Sales Engineer for our Dallas, Texas office. An opportunity also exists for a second Midwest Territory Sales Engineer.

This position will require you to be responsible for a multi-state territory consisting of Texas, Oklahoma, and Arkansas. Responsibilities include: generate new business and ensure the growth of existing accounts; assess potential application of company products or services and offer solutions that meet the customer's needs; if necessary, research and present reports showing customers the cost benefit of purchasing company products or services; use technical knowledge of product offerings to support and build sales; perform a variety of tasks such as assisting with marketing, sales templates, forecasting, etc.; upon purchase order receipt, perform project hand-offs to the project management team and remain involved as necessary to provide clarification and ensure that our implementation meets the project objectives sold.

Well-qualified candidates will hold a bachelor's degree in electrical or industrial engineering along with 5+ years of experience either working in the control systems field or soliciting business for the controls industry (selling controls hardware, field instrumentation for controls, or systems). Must be familiar with a variety of the concepts, practices, and procedures that typically are associated with control systems. Rely on extensive experience and judgment to conceptualize the design and project deliverables to support the proposal development.

You will be reporting to the Director – Sales Engineering.

We offer an excellent benefit and compensation package including 401(K)/match. Visit our website to learn more about who we are and what we do at www.qsicontrols.com. Please email your resume to: careers@qsicontrols.com. EOE.