

L2L Sales Engineer

L2L is looking for exceptional and energetic Sales Engineers to join our Sales team to sell our Modern EAM solution to customers across many different industries within manufacturing. The ideal candidate will be responsible for working with the Sales team to position and sell our approach helping companies improve production efficiency.

The digital manufacturing space is growing and we have the cutting edge SAAS solution that ‘Enables global manufactures to achieve world-class performance’. We're growing fast and need coverage in multiple sales territories. Please apply if you are a proven performer and want to be part of a winning team.

The Sales Engineering position is a versatile role that requires working with the entire team, from sales, product management, marketing, and customer support.

The ideal candidate gets excited by:

- Being an integral part of the Sales team in their sales campaigns by helping identify and quantify the client’s value proposition and best solution
- Demonstrating product capabilities and benefits
- Being energized in client facing environments and quickly gaining credibility as an expert
- Configuring custom demonstrations to showcase specific capabilities that map directly to positive business outcomes for our prospects
- Enhancing standard software demonstrations for use by internal team members
- Participating in industry Conferences and other events
- Being a mentor within L2L by participating in the training of new employees

The desired skills/experience for the ideal candidate:

- Manufacturing: Knowledge and experience in one or more of the following domains: Manufacture Maintenance, Operations, Process and Controls Engineering
- Sales: Working with sales team to understand customer needs, pain point to present the best possible solution
- An innate ability to easily develop relationships with new people and become their trusted advisor
- A dynamic presenter with great communication skills including the ability to communicate complex concepts in simple ways
- Experience with Lean Manufacturing is a plus
- Experience working with Manufacture IT and Operations Executives is a plus
- Passionate about continuously learning and growing your skills
- Extremely competitive with a strong desire to win
- Ability to describe and quantify the hard and soft benefits to our prospects