

## Engineering Sales / Business Development – FL

### Job Description

Schmersal USA, a leader in the design and manufacture of machine safeguarding products and systems is currently looking to fill a role in Engineering Sales/Business Development. The successful candidate will work to strengthen our presence with our growing account base of OEM and large end-user customers.

We are seeking individuals who are interested in working in a team environment and aspire to growing this segment of our business on a national scale at a management level.

### Desired Skills & Experience

Minimum qualifications include the following;

- 3 to 5 years experience in industrial automation sales
- A background in programmable logic controllers, PLC's
- A confident self-starter
- Holds a degree in Electrical Engineering Technology/Electro-Mechanical Technology Engineering
- Proficient in the use of Microsoft Office: PowerPoint, Word, Excel, Outlook, Teams
- Willingness to travel

Other qualifications considered an asset include:

- A background in Machine Safety
- Ability to speak additional languages other than English
- Experience with SAP
- Some experience with the use of CRM tools

We are looking for a candidate for the sales area of Florida, to work from a home office in the region.

If you would like to join our growing team, please forward your resume to Peter Rigakos, Business Development Manager at [prigakos@schmersal.com](mailto:prigakos@schmersal.com).

### Company Description

Schmersal is a safety industry leader with 75 years' experience in the design and manufacture of machine safety products, industrial switches, position sensors, and control accessories for a wide variety of applications focusing on ways to protect machinery operators and maintenance personnel from recognized hazards in compliance with current local and international standards, without compromising productivity.

Schmersal is an equal opportunity employer. All applicants will be considered for employment without attention to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran or disability status.

Learn more about our company on our website: <https://www.schmersalusa.com/company/corporate-philosophy/>