

Sales Representative: Machine Vision Technology

Our Company:

EyeC-America is the North and South American distributor for EyeC, a globally operating vision technology company based in Hamburg, Germany. We are providing industry leading print inspection technology to the North and South American marketplace.

Our Technology:

Our print inspection systems go far beyond overlaying print sample and proof. Rather than leaving the image analysis to the human being, they find significant deviations automatically and even suppress those deviations caused by the printing process itself. With our technology in use, the operator has only to deal with what he/she should really be concerned about. Commercial printers use our systems for sample testing and inline inspection. At the receiving end, our sample testers are used to perform incoming goods inspection. They are designed to automatically inspect for correct content, print quality, barcode legibility, and Braille embossing quality. Our products are used beyond the finished product and are used in the beginning stages of artwork design with file-to-file comparison.

Our Customers:

Our customer base includes pharmaceutical companies, contract packaging companies and print shops printing pharmaceutical goods such as labels, inserts, folding cartons, and blisters.

Your Position:

Sales Representative – North American Market

Your Responsibilities:

- Understanding our technology as well as (prospective) customers' processes and quality objectives.
- Developing and maintaining accounts aiming for long-term relationships
- Helping your customers find the most cost-efficient inspection solutions
- Conducting sales presentations.
- Providing quotations and selling our systems in the targeted industry
- Maintaining sales records in our CRM program
- Providing customer support, especially during the installation, training and validation phase
- Growing and increasing business in the targeted industry
- Achieving your annual targets and objectives



Your Character, Education, Knowledge, Skills, and Experience:

Having a technical degree is not required but would be beneficial to this position. However, a firm grasp on technology and it's ever-changing ways is expected of you.

Once you have received your training with us, you will fully understand the pros and cons of different inspection options as well as the technology behind them.

You will explain to your customers, what effect different choices will have on their QC strategy, risk exposure, and bottom line.

Your work ethics include fairness and integrity. You never recommend anything you wouldn't buy for yourself; would you be in your customer's shoes. You will act as more than just a sales rep but also as a consultant for your customers. You have analytical and people skills needed to identify and manage obstacles in the sales process.

Location:

Main Office - Saint Charles, IL.

Contact:

careers@eyec-america.com