

Founded in 2003, KONNEXIO is recognized as a leader in the automation industry, continuously developing new innovations, new products and customer projects, in order to improve the productivity in the manufacturing industry. See www.konnexio.com for more information.

We are pleased to announce an opening in:

Sales and Business Development

In the role of Sales and Business Development we are looking for a qualified person to assist us with the commercialization of our *adapto™* Product Line. *adapto™* is a pre-engineered automation platform with configurable building blocks that offers a completely new approach to modularity and flexibility in the automation industry. Having supplied a few systems to existing customers, we are expanding our offering to new customers in North America in the automotive, the plastics and consumer goods industries.

| | |
|-----------------------------------|------------------------------|
| Status: Full Time Position | Reports to: President |
|-----------------------------------|------------------------------|

Primary Duties and Responsibilities:

- Co-developing a strategic sales process
- Assisting in the development of Marketing Materials
- Promoting and educating customers on the commercial and technical advantages of *adapto™*
- Conducting Sales meetings with Manufacturers in the Automotive, Plastics, Consumer Goods, and other industries
- Developing machine concepts, calculations, proposals and presentations based on customer inquiries
- Attend trade shows and business meetings presentations
- Conducting Sales activities in international markets, mostly in the US and Mexico

Required Qualifications and Experience:

- At least 5 years' experience in B2B Sales of industrial equipment
- Expert knowledge of the strategic sales process
- Experience in automation and industrial machines
- Experience in lead generation, tracking and conversion
- Experience with various marketing tactics
- Free to travel
- Self-motivated and results oriented

Please send your application with cover letter and resume to: careers@konnexio.com

We thank you for your interest and look forward to your application.