



## Technical Sales Trainee -- Entry Level Sales Position

Omron is a \$6.4B global company with a commitment to improve lives and contribute to a better society. The Industrial Automation division focuses on the harmony between humans and machines, creating products that are more integrated, intelligent, and interactive.

### The Position:

We have Technical Sales Trainee positions for new graduates with a focus in Professional Sales. The Technical Sales Trainee positions will be based at our corporate office in Hoffman Estates, IL for the first 6 months.

- This position allows you to leverage your professional sales or engineering education to gain exposure in the growing technical field of industrial automation.
- Ability to spend 4 - 6 months of technical training while also working in the field face to face with customers across the country alongside our field sales & engineering teams.
- Gives you the training needed to go into a full-time opportunity at Omron in an Outside Sales role w/ competitive salary and bonus earning potential.

### Your first 6 months:

- **Product Exposure:** Gain hands on experience through dedicated training courses & hands-on experience.
- **Develop Sales & Technical Skills:** Work on projects and utilize professional sales techniques while building your technical skills to help you solve customer problems.
- **Learn from the Experts:** Spend time with our field sales reps traveling to customer sites across the country. Learn how to apply Omron technologies and solutions

### Your next 3 - 6 months:

- **Day 1-60:** Rotating between all Inside Sales Specialists and learning from their focus technologies (with emphasis on Sensors, Components, and Safety products)
- **Day 60-90:** Full lead rotation in the Inside Sales Group (similar job responsibility as ISS)
- **Day 90-180:** You will begin prospecting customers in your future territory and working with those teams.

### Your next 1 - 2 years:

- **Product Sales Assignments:** Relocate to your future territory across the US that have openings for Omron's core product technology sales to begin your individual career.
- **Develop Sales & Technical Skills:** Continue to develop your professional skills working with a regional sales team supporting core product sales in the territory. Our field engineering teams will help you continue to build your technical skills to get further exposure to some of the higher end technologies.



### **Next Steps:**

- **Promotion to Account Manager (AM):** Depending on your progress, work with sales managers to identify open roles located around the USA in an AM role for a territory, product, or industry team.
- **Taking Care of the Customer:** Travel to customer sites to understand technical and product requirements and evaluate pre-launch industrial technologies and provide feedback.
- Opportunities for advancement into higher level roles in the years ahead

### **Experience:**

- Bachelors Degree in Business Management, Marketing, Sales, or Engineering.
- Aptitude and interest in Technical sales working face to face with customers as a career.
- Knowledge of Microsoft Office and Adobe tools; Ability to learn additional technical skills.

### **Why Should You Apply?**

- Opportunity to work in a company culture defined as fast paced, team focused, creative, and innovative with open communication and empowered employees.
- Opportunity to take on responsibility for challenging projects and acquire real-world experience.

### **The Company:**

\*\*\*\*\*2014-2020 National Best and Brightest Company to Work For!

\*\*\*\*\*2013-2020 Winner for one of the 75 Best Places to Work in Illinois!

\*\*\*\*\*2011-2020 Winner for one of the 101 Best and Brightest Companies to Work For in Chicago!

Omron Automation - Americas is a leading global manufacturer of industrial automation products focused on sensing and control technologies. We serve OEM machine builders and end users with a wide range of products that integrate easily into complete automation solutions, offer simple connectivity, and are backed by solid support services. Our extensive product groups include robotics, programmable controllers, servo motors and drives, operator interfaces, temperature controllers, sensors, inspection and machine vision systems, RFID track and trace systems, and software. Our established distribution network generates most of the sales, and we use custom manufacturing and integrators to further support our customers.

Omron Automation - Americas, headquartered in Hoffman Estates, Illinois, is the Americas industrial automation subsidiary of Omron Corporation, a \$6.4 billion global technology company celebrating 75 years of success. Led by a management team where each member has 20+ years of experience in Industrial Automation, we are a midsize firm with a corporate culture of quality and customer satisfaction. As we strive to grow the company and our market share, this position offers the potential to make a solid impact on the organization.

Omron's corporate core value of "working for the benefit of society" applies to our unique technical competencies in the areas of industrial automation, safety, security, environmental protection and healthcare in pursuit of a brighter future for all. As a corporate citizen that has long recognized and encouraged the importance of giving back to local communities and helping those less fortunate, Omron has demonstrated this over the years by designing a manufacturing facility which employs the disabled, making donations to aide those impacted by natural disasters, and sponsoring an annual Omron Day in which employees volunteer in the local communities across the globe.

Omron Automation - Americas is an equal opportunity employer.