



## **Trainee Program – Sales Engineer (m/w/d) - Digitalization**

Cognex is the largest, most successful and most recognized global player in industrial [machine vision](#). With more than 2,500 employees in 18 countries on 4 continents, Cognex made a turnover of \$US 1 bn., and round about 3.5 million Cognex products are running worldwide. Using advanced optics within 2-D and 3-D cameras, image sensors, and artificial intelligence software, Cognex vision and ID systems capture an image, then analyze it to make sense of what's being seen.

Companies like Amazon, Bosch, DHL, Mercedes Benz, BMW and many others, use Cognex vision and ID in their manufacturing and logistics processes to improve product quality, guide assembly robots, and track items through each stage of production and distribution.

Cognex is focused entirely on solving the toughest problems in industrial machine vision and ID, and we have sold more solutions in these areas than any other company in the world. More than a billion products are made each day using Cognex vision. The only thing smarter than our vision and ID systems are the people that stand behind them. One of them could be you!

Now we are moving on to expand further on. Our products are needed for enhanced digitalization. And we will still lead the show.

Therefore we are looking for ambitious, intelligent and communicative High Potentials in our Sales Divisions in Italy, Poland and France. We will educate and train you to become a successful Sales Engineer.

## **Trainee – Sales Engineer (m/w/d) - Digitalization**

Location: Italy – Poland – France - Germany

### **Job Summary**

What is the role of a Sales Engineer with Cognex in general?

The Sales Engineer is responsible for selling Cognex ID and image processing solutions for factory automation. This is a field sales role for a defined territory and a range of customers, partners, system integrators, OEMs and distributors. The Sales Engineer is also responsible for the management and motivation of the partner network, and will work closely with the District Sales Manager to develop customer strategies and tactics.

## **The Traineeship**

You will start the first part (under 1.) of your Trainee Program in April 2023 or August 2023 in our Sales Center in Karlsruhe. The total program consists of three major units.

### **1. Introduction**

During the introduction you will get an overview upon the Cognex corporate history and culture. This will be followed by an intense technical training on Cognex' imaging products and how to deal with customers in different situations. This will take you one month. Location: Karlsruhe - Germany

### **2. Cognex Organization**

Then you will get the full insight into our Sales Organization, where you will be observing the Sales Development, the Technical Helpdesk and the Application Engineering divisions and their cooperation.

#### ***Sales Development***

Managing inbound calls of strategic and non-strategic customers and answering their questions about e.g. trainings, spare parts, service offers, documentation and product suggestions.

Planning and managing outbound calls to gain new customers, and to develop existing customers by selling new products and services

#### ***Technical Helpdesk***

Supporting our Sales Engineers in the distribution of Cognex Sensors and ID products; managing feasibility studies, maintaining all platforms that are supported by our products (PC, stand-alone, Windows 7-10, industrial protocols, etc.); identifying, simulating and analysis of technical problems and developing suitable solutions on the hardware and software side; escalating technical errors to the development department.

#### ***Application Engineering***

Managing feasibility studies and on-site support upon request from the Sales Department; Carrying out demos and on-site trials of image processing products, also at customers, seminars, trade fairs and others; developing solutions and improvements together with the customers on-site.

The second part will take you between 2 to 3 months.

### **3. Joint Sales in your region**

Acquisition of new customers and supporting Cognex partners in gaining new indirect strategic customers; managing inquiries and offerings; inspiring product presentations at the customers and being the first point of contact for technical and commercial questions; achieving your personal sales target, as well as creating your own monthly forecast; daily updating of your CRM system so that you can create great reports; collaborating with the Cognex inside sales team to collect relevant data and to distribute them within our organization. This will take you 2 months.

After successfully passing this program, you will be a full member of our Sales Team and you'll get the title "Sales Engineer".

### **Why is Cognex a great possible employer for you?**

Actually this is pretty easy to answer.

Because we are Nr. 1 in the most quickly developing industry on the globe and we rock the international digitalization in production and logistics.

Why else?

Well you might like our culture of cooperation, respecting one another and having fun.

And of course we offer you a great future career. After a short period of time you can become a Regional Sales Manager, Country Manager or move to another part of our organization. It is all up to you! Tell us what you like and we will support you to get it!

Oh yes, you will get one of the highest salaries for graduates in your country and a company car for your personal use and gasoline free.

### **About you**

Now, how to figure out whether you might be the right fit for this role?

Take a look at your past and present and ask yourself the following questions:

1. Am I a person who is very communicative, and who loves to convince other people of my opinion?
2. Do I love challenges and taking risks?
3. Do I like it to get extra payment for my personal effort and success?
4. Do I like technical products and technically oriented people to work together with?
5. Would it feel awesome to earn lots of money and being supported to become a Manager with an international company like Cognex?

If you can answer all these questions with a clear "YES!", then you are the right fit.

Send me your CV to [richard.beijnon@cognex.com](mailto:richard.beijnon@cognex.com) and I'll get back to you within 48 working hours: