



Carson Merkwon

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Direct Automation Seeks:

Business Development in Sioux Falls, SD

Direct Automation is a process automation integrator that supplies consulting, design, procurement, installation, and support of various automation platforms for industrial facilities. Direct Automation serves many clients in the Midwest and needs talented Automation Engineers to help complete successful DCS migrations.

This position will contribute to a fast paced and growing team responsible for the development, testing, and continued improvements of facilities utilizing various DCS platforms and PLC platforms.

The position will be responsible for cost estimation and proposal development.

Duties include but are not limited to the following:

- Contribute to the development and refinement of Direct Automation's vision and strategy
- Communication with potential clients and engineers and vendors to develop accurate scopes and cost estimations of automation and data integration projects.
- Being prompt, as in proposals are provided within 3 business days of request.
- Ability to work collaboratively
- A desire to reach out and make 20 phone calls a day, both warm and cold
- Ability to travel to potential client locations and give presentations and gifts.
- Well dressed and professional.

Requirements:

Experience or Education that would result in a strong knowledge of sales, price estimation and communication. Desire a well spoken, trustworthy, and relatable individual that people are prone to look up to. Someone that is reliable and worthy of finishing a task.

Travel Requirements 50% travel required to meet with clients and attend conventions.

Benefits

We offer a team focused work environment with competitive salary, office facilities, performance based incentive pay, benefits including medical, dental, life insurance and 401(K) with matching contributions. We will invest in training as necessary.

To be considered for this position, please send resume, cover letter, and 3 references to the reply address or Carsonm@direct-automation.com

For more information on the Direct Automation visit www.direct-automation.com

Salary DOE \$30-\$60 K

We are an equal opportunity employer. M/F/D/V All applicants must be authorized to work in the US. Hair Sample Drug Screening is part of our employment process.