



Bear VAI wants YOU.

(...and we think you'll like us too.)

Are you a self-starter? Do you like meeting new people and being on the forefront of technology?



We're looking for a passionate, engaging, and results-driven Automotive **Field Sales Engineer** to hunt for and engage new customers, and build personal and trusting relationships with prospects, customers, distributors, and BVT Team Members.

This can be a very rewarding role with a lot of autonomy. **To be successful, you must manage your business by:**

- Forming and maintaining strong relationships
- Communicating effectively (including presenting to large groups, passing customer requirements to internal teams, etc.)
- "Challenger Selling" customers/upselling for increased value
- Building your sales pipeline and meeting sales targets
- Completing reports as required
- Travelling in and out of territory as required

At minimum Bachelor's Degree required. Recent sales experience preferred.

Territory: Eastern Michigan

Ready?

Contact Chris Welch (317.966.1343/cwelch@bearvai.com)