



## GROW YOUR CAREER AT COGNEX!

### Cognex Trainee Program

Advanced Development Program to become a:

- **Junior Application Engineer (AE)**
- **Junior Sensor Sales Engineer (SSE)**

**Induction Training**  
2 months in Karlsruhe

- Training:
- Products
  - Technology
  - Company
  - Selling Skills

**Rotation Phase**  
2 months in Karlsruhe

- Rotations:
- Sales Development
  - Helpdesk Support
  - Application Engineer Shadowing

**Field Assignment**  
3 months in Karlsruhe

**Junior Application Engineer / Sensor Sales Engineer**  
Germany-wide locations

Deployment in the field



### About Cognex Corporation

With more than 400 patents and the largest team of industrial machine vision experts anywhere in the world, Cognex has set the standard for innovation in the machine vision industry. But our innovation goes beyond technology; we are also known for the creative programs we have designed to recognize and reward the employees whose efforts keep us at the top of our field. Our 'work hard, play hard, move fast' culture is challenging, stimulating and rewarding.

As we continue our successful journey, we are looking to add more talented, innovative and dedicated engineers to our team. So, if you are someone who enjoys work because of the sense of accomplishment that it gives you, and if you want to be part of a high impact team working for a financially strong, global company that is the leader in the machine vision industry, then contact us, because working at Cognex is not just a job... it's a passion!

Learn more:  
[cognex.com](http://cognex.com)

# COGNEX



# Join the Cognex Trainee Program

## About the Trainee Program

The Cognex Trainee Program has been designed to bring in top quality talent to our organisation fresh from university! We want to give new graduates the opportunity to start a fantastic career in Cognex's fast paced and exciting environment, providing a first-hand experience of the industry and role, and a fast-track into a permanent position.

Join the program with the aim of becoming either a Junior Applications Engineer or a Junior Sensor Sales Engineer.

To reach this point, you will enter a rotational program, which will focus in on your skill development. The program is based in Karlsruhe, and upon successful completion, you can then have the option to relocate within Germany. The program lasts for seven months.

If you have a study background in a business or technical field, are a fluent German-speaker and are interested in what this program has to offer, then follow the links in this flyer to access the full program overview and application links online!

## Application Engineer (AE)

The Application Engineer determines the right technical solution — consisting of Cognex vision or sensor hardware, lighting, optics and programing — for a customer and supports the sales organization in selling Cognex Vision and Sensor. This position is responsible for conducting pre-sales feasibility studies, customer presentations, trade show set-up, training and onsite post-sales support/installation.

### Job Responsibilities:

- Provides application feasibilités and on-site assistance
- Conducts demonstrations and online trials of products at customer sites, trade shows, seminars and events
- Troubleshoots application issues at customers and provides resolutions to problems
- Provides expertise in the integration of Cognex products with devices such as PLCs, PCs, or Controllers
- Develops a broad technical knowledge of Cognex's vision and sensor product families
- Provides customer and sales engineer training when required



## Sensor Sales Engineer (SSE)

Sensor Sales Engineer is responsible for sales of ID sensor Products to Factory Automation market segment: End-Users, Partner System Integrators, OEMs, and Distributors. He/She will also be managing and motivating the partner network in the assigned territory.

### Job Responsibilities:

- Completes evaluation reports and recommends a solution for the application.
- Delivers quota/turnover and owns forecast, according to yearly budget
- Develops new direct accounts as well as works with Cognex partners in selling to strategic indirect accounts
- Coordinates marketing activities / be present at exhibitions and other marketing events
- Turns customer inquiries into quotes for new contracts
- Conducts demonstrations at customer sites



## Cognex offers:

- Challenging and diverse area of responsibility in a fast-growing international company
- Great personal and professional development opportunities
- Unique people-centric company culture — “Work Hard, Play Hard, Move Fast”!
- Multicultural environment in a pleasant office location

Learn more and apply here: [jobs.cognex.com](https://jobs.cognex.com)