



Summa – Application & Sales Support Specialist

Application & Sales Support Specialist

Join the Cutting Edge at Summa America!

Location: Indianapolis, IN | Full-Time | Onsite

Are you a tech enthusiast with a passion for problem-solving, hands-on equipment, and helping people succeed? Step into a role that's as dynamic as the technology you'll support. At **Summa America**, we're not just selling machines—we're transforming industries.

We're the North American branch of a **global leader in precision cutting solutions**, with over 50 years of innovation and craftsmanship rooted in Belgium. From vinyl to laser to flatbed cutters, our technology powers professionals in **Sign & Display, Packaging, Apparel, Textile**, and beyond.

And we're growing. Fast.

Position: Application & Sales Support Specialist

This is your chance to play a **hybrid role** where no two days are the same. One day you might be hands-on with a demo at our **Summa Experience Center**, the next you could be training a major client onsite—or showcasing our cutting-edge gear at a top industry trade show.

If you're someone who thrives on variety, **loves technology**, and enjoys being the go-to expert, this role is calling your name.

What You'll Do

Product Demos & Application and Sales Support

- Wow customers and partners with **live and virtual demos** of our cutting systems
- Test materials, fine-tune settings, and recommend best-fit solutions
- Act as a trusted technical advisor during pre-sales—supporting our sales team and partners

Customer & Dealer Engagement

- Partner with marketing to create engaging samples, **demo videos**, and real-world application stories
- Support engaging webinars and educational events
- Train and assist regional dealers with top-notch product support

Event Support & Reporting

- Represent Summa at trade shows, dealer expos, and live demos (yes, there will be some travel!)
- Document your activities with clear, insightful reports that help us serve our customers even better

Training Support

- Deliver **expert-level training** (onsite, in-house, or remote) on equipment setup, operation, and troubleshooting
- Keep our Summa Experience Center showroom ready for action

What You Bring to the Table

- Bachelor's degree or equivalent technical experience
- 2+ years in technical support, pre-sales engineering, or a customer-facing tech role
- **Mechanical savvy** and a passion for emerging technology
- **MUST HAVE** experience with **print and cutting/finishing equipment** (vinyl, flatbed, laser, etc.)
- Familiarity with **Print-to-Cut** workflows is a huge plus
- Strong presentation and communication skills
- CRM experience (HubSpot = bonus points!)
- Willingness and excitement to travel—U.S., Canada, and sometimes Belgium!

Why join Summa America?

- Be part of a **global, innovation-driven company** with a family-like culture
- Work with **state-of-the-art technology** that's shaping creative industries
- Enjoy **variety**—every day brings something new
- Expand your expertise through travel, hands-on experience, and team collaboration

Schedule

- Full-time, onsite in Indianapolis, IN
- Standard business hours, with flexibility for travel, overnights, and occasional weekend events

Perks & Benefits

- 401(k) plan
- Health, dental, and vision insurance
- Paid time off (because life outside of work matters too)

Why You'll Love It Here

This role is for those who love to get their hands dirty, solve real-world problems, and make tech come to life for customers. You'll work with a small, passionate team within a global company—and have room to grow and innovate every step of the way.

Ready to take your technical skills on the road and make a big impact in a fast-growing industry? Apply today and become part of the Summa success story.

<https://www.summa.com>