

Technical Sales Applications Engineer

Responsibilities:

- Sell our extensive high voltage power supplies domestically to existing and potential customers in 80 different industries (inside sales 75% of the time).
- Provide the customer base with price and delivery quotations and follow up to secure business.
- Work closely with each field sales resource including, but not limited to:
 - Reviewing on a monthly basis sales growth vs. plan with key existing customers and predetermined target accounts; define additional action necessary to ensure attainment of yearly goals.
 - Reviewing on a weekly basis each field sales resource's visit plan and provide timely sales strategy and support for targeted UV customer visits
- Understand and utilize differentiators in each market and evaluate customer satisfaction; maintain awareness of pricing, industry and technological trends and recommend appropriate action.
- Identify key value proposition opportunities and adjust accordingly.
- Follow up with Design Engineers to assist in the integration of our product into their design and determine how our product can enhance their system.
- Troubleshoot and advise customers on mechanical integration and circuit design as related to our product.
- 25% travel to customers all over the US and tradeshow.

Qualifications:

- A Bachelor's Degree in Electrical Engineering is strongly preferred
- High Voltage sales experience required.
- A strong background in technical sales; power supply sales background is strongly preferred. Strong background in component sales into the capital equipment market is a plus.
- Ability to meet and exceed established sales goals.
- Electrical knowledge.
- Inside and face to face sales experience required.
- Presentation and customer product training experience.
- Strong oral and written communications skills.
- Proficiency in Word, Excel and Outlook.