

## POSITION TITLE

Sales Engineer

## POSITION SUMMARY

The Sales Engineer position requires diverse skills and responsibilities. This person must have strong technical abilities concurrent with sales, hands-on sales support experience, or at a minimum a strong affinity to customer-centric activities and business development.

The Sales Engineer will work in a “dual-role”. This individual will have Sales and Marketing support responsibilities and also plays a contributing role on the Engineering team. The Sales Engineer must be prepared to travel up to ~25% in support of the sales and business development efforts. The Sales Engineer will alternatively be a conduit to and actively perform both engineering and administrative tasks involved in optimizing/developing new products, and then to support them in a pre and post sales environment. This position reports to the Head of Sales and Marketing.

## DUTIES/RESPONSIBILITIES

- Due to the size of the team, and the start-up environment, the Sales Engineer must be prepared to operate as a hands-on contributor. This means looking for, and doing what is required in sales and engineering cross-functional tactical support wherever necessary. This individual will also support longer term sales and engineering strategic efforts.
- Actively support pre-defined Sales and Marketing engagements and as well as Engineering Development activities
- Support the Sales Account Manager(s) in defining new customers and taking existing customers/partners through the complete sales process, including the delivery stage.
- Work with Sales Management to create longer term technical sales and marketing plans, identify and explore new business and product opportunities and tactical sales execution.
- Provide periodic updates and reports on sales activities, and engineering projects.
- Work closely with Product Management to explore new customer opportunities and channel customer needs and requirements back to Head of Sales and Marketing.
- The work will require a frequent interaction with Product Management, Sales, and Development, this individual must;
  - Utilize technical resources as appropriate to support/secure sales development projects.
  - Help manage the technical relationship within the customer projects.
  - Support the creation of offers and proposals, often based on input, data and collaboration with Sales, Engineering, and Executive Management.

## **EDUCATION/EXPERIENCE DESIRED**

- Bachelor's degree in Mechanical/Design Engineering or equivalent. MS is a plus.
- Minimum 5-10 years of Engineering, Field Applications Engineering experience.
- Minimum 3 years of experience in Technical Sales or Direct Sales Support.
- Experience preferred in one or more of the following Market Segments/Technologies: POS/POI, Kiosks, Medical Equipment, Appliances & Controls, ATM's/Kiosk's/Gaming, or Touch Screens/Display technologies.

## **OTHER REQUIREMENTS**

- Position is located in RTP, NC.
- CAD proficiency in Solid works.
- Ability to efficiently use common Microsoft Office tools such as Excel, Word, PowerPoint.
- Up to 25% Domestic and some International travel will be required.