

Sales Engineer

Responsible for the development of industrial x-ray system sales, as well as, the account management and tactical sales activity for assigned accounts, to meet or exceed bookings plan for the assigned territory, customer base, or combination thereof.

Job Description:

- Identify, qualify and close new business opportunities with new and existing customers
- Responsible for conducting technical presentations for current and new customers
- Develop and present account management and penetration strategies
- Participate in strategic planning and assist in marketing plans
- Provide bi-weekly forecasts of new business with target dates as well as weekly activity reports
- Maintain current and accurate database of all customer contact information, potential contacts and new business
- Achieve annual booking plan on a quarterly basis
- Maintain a real time sales funnel per Company requirements and structure
- Interact with cross-disciplinary engineering team, operations team, installation team to ensure scope of work and needs of customer are thoroughly understood.
- Travel to customer and potential customer sites within Region, and potentially elsewhere, as well as to company locations worldwide: up to 50%.
- Provide technical presentations, provide hands-on demonstrations and attend tradeshow, as required

Essential Skills:

- B.S. in a related scientific area of study
- Three (3) to Five (5) years of relevant Technical Capital Equipment sales experience
- 1-3 years of experience selling both high value products and systems solutions into industrial manufacturing environments
- Direct knowledge of Eastern Region customer base
- Demonstrated history of successful sales management and quota achievement

- Superior presentation skills to all types of audiences
- Organizational and time management skills, problem solving and knowledge of basic accounting and financial concepts
- Ability to operate independently with minimal guidance by management
- Superior written and verbal communication and documentation skills
- Proficient in Microsoft Office Suite of Tools

Non-Essential Skills:

- Degree in Engineering or other technical discipline preferred
- International sales experience a plus
- Experience in Non-Destructive Testing in aerospace, oil/gas/pipe/weld, military or automotive industry is preferred