

Technical Sales Engineer

Join our expanding Sales Department Team

We are currently seeking an experienced Technical Sales Engineer in our Raynham office.

Reporting directly to the Sales Manager this position is a multi-faceted position that requires a blend of engineering knowledge and communication skills. Reporting to the Sales Manager, this position will work hand-in-hand with Sales Staff, Engineering, and Marketing. This position will have a broad range of skills and experience ranging from technical support to performance analysis and analytics, etc.

ESSENTIAL RESPONSIBILITIES include but are not limited to:

- Making sales and technical support/ consultation calls at customer sites
- Work closely with Strategic Accounts Manager to support and manage Sales Rep network
- Closely monitor technology process and developments to assess business impact and potential to position company to maximize business results.
- Promote technical products to reps and customers.
- Aggressively develop and implement new product sales targets
- Seek out prospective business opportunities with new and existing customers
- Establishing and maintaining customer relationships in order to grow sales
- Developing sales and marketing tools
- Implement approved sales and marketing programs
- Maintain deep understanding of competitors and how to favorably position the company in relation to existing and new competitors.
- Collaborate with Management, Engineering, and Sales Staff to continuously improve products and marketing
- Development of Data Sheets, Sales Sheets and promotional material
- Coordinate and attend Trade Shows.
- Requires 35% travel

To be eligible for this position candidates must have a Bachelor's degree in Engineering and 7-10 years of relevant sales and industry experience.

- Strong skills in databases, data warehouses, and data processing
- Strong aptitude for technical applications
- Self-sufficient and highly motivated with time management and organizational skills
- Demonstrated ability to communicate clearly and concisely in written and verbal formats, including sales presentations, interpersonal working, and team spirit
- Strong customer service orientation
- Extensive knowledge of and experience with database and CRM technology
- Proficient at MS Office Programs such as Word, Excel and PowerPoint

We offer competitive salary and benefits including 401k retirement plan that includes a company match.

Qualified applicants please submit resumes to: Humanresources@sun-tech.biz