

## Job Description

### Sales Engineer – Industry Manager

Commercial and technical sales of acoustic transducers within multiple industries

As an Industry Sales Manager, you know how to translate market opportunities into specific sales activities thereby enabling the company to increase its sales and profit.

We require an enthusiastic and talented technical sales engineer to drive our sales efforts. G.R.A.S. has accrued an industry leading reputation for the excellence of our solutions and our ability to understand and meet the specific needs of our customers.

One role will be to expand the market awareness of our products and expertise, develop our sales partners' knowledge in this specific industry, and bring critical customer requirements back into the development and marketing processes. You will ensure that our sales partners' always have G.R.A.S.' products in mind when doing business. You will work in concert with our sales partners to build relationships with customers.

Through the market information you obtain via the sales channels, you will analyse the industry segments and target new areas for potential growth. You will participate and contribute with your ideas to further develop the sales strategy.

Our products are innovative and technical. A critical part of the sales and marketing process involves communicating features and applications effectively, demonstrating our expertise, and understanding the customer's needs while interacting with our sales partners and their customers' engineering teams. Our customers possess a wide variety of applications, resources, and capabilities. Many of our customers require support and design services in implementing our technology. The technical sales engineer will work with our sales channels' and their customers to understand their products and capture their requirements.

Part of the job will be to make presentations for customer visits, participate in one day seminars, quote preparation, and to follow through the entire sales process. The position also includes sales/marketing planning and budget responsibility.

### Requirements

- Bachelor or candidate level, preferably in engineering or business administration.
- Prior experience in aerospace industry, consumer electronics, or B2B sales
- Experience in sales or product management with acoustic products, or complicated electronically products, will be favourable.
- Experience with customers – either in a direct or indirect sales role identifying business opportunities and transforming them into sales
- You know what it means to stay "top of mind" with your customers
- The ideal candidate displays initiative, is a good influencer who takes a solutions-based customer approach
- Teamwork is required. Must be connected to the business, communicates openly, shares information and knowledge, networks internally and externally, persuades rather than pushes, involves and respects colleagues
- Experience and Proven Success in a Technical Sales Role
- Travel as necessary to support sales team in customer meetings
- Must be responsive and react quickly and with a sense of urgency to requests, issues, emails or other events in a timely and flexible fashion

## **Are you ready for the challenge?**

We offer you a challenging and demanding position in a well-established company facing continued large growth over the next couple of years. You are expected to contribute with your view on things, and intensive training in the G.R.A.S. products will be planned.

## **About Our Company**

G.R.A.S. Sound & Vibration A/S is a family-owned company. G.R.A.S. develops and manufactures the broadest range of acoustic sensors and accessories. We are innovative and work in close cooperation with our customers and partners. In the market we are known for high quality, flexibility and service. Our customer segments are mainly within the automotive and aerospace industry, consumer electronics and audiology as well as monitoring of airport and community noise. Our customers are global and we export to more than 40 countries through our own sales offices and distributors.

G.R.A.S. NA, Inc. dba G.R.A.S. Sound & Vibration is one of the subsidiaries established 2002 of our Denmark headquarters. We are responsible for sales in the Americas and need a strong, energetic team to grow and support the customers and sales partners throughout. Read more about the company at [www.gras.us](http://www.gras.us)

## **We look forward to hearing from you**

Applications should be sent to [contact\\_us@gras.us](mailto:contact_us@gras.us). If you have any questions concerning the position, please contact Barbara Schustrich at 440.667.1578.