

Technical Sales Engineer

Job description

SECO USA Inc. is seeking for the US branch a Technical sales engineer:

The ideal candidate must combine technical knowledge with sales skills and experience to provide advice and support on a range of products for B2B markets. Customers are typically from Hi-Tech sectors such as medical, industrial, automotive, robotics, infotainment, telecom, gaming, defense & security industries. The ideal candidate will be a key point of contact for customers and provide both pre- and post-sales services. The candidate will work regularly with other members of the sales team and colleagues from a range of departments, such as R&D, purchasing, production and quality, as well as senior company managers.

Work activities

- searching for new leads maximizing client potential in designated regions;
- developing long-term relationships with customers through managing and interpreting their requirements;
- working in the customer satisfaction in term of technical needs, quality, price and delivery;
- negotiating tender and contract terms and conditions to meet both customer and company needs;
- calculating customer quotations and administering accounts;
- providing pre-sales technical assistance and product education, and supporting the after-sales team;
- analyzing costs and sales;
- preparing reports for management;
- meeting regular sales targets and coordinating sales projects;
- supporting marketing activities by attending trade shows, conferences and other marketing events;
- making technical presentations and demonstrating how a product meets the customer needs;
- liaising with other members of the sales team and other technical experts;
- helping in the design of custom-made products.

Qualifications

- BS in Engineering, Computer Science or related field preferred
- 3+ years' experience in Sales Engineering for a technology company, embedded market company preferred.
- Self-motivated and focused with a passion for technology and an aptitude for customer satisfaction.
- Excellent verbal and written communication skills.

- Strong negotiation skills.
- Exceptional Presentation skills as well as an experienced presenter in group setting to both technical and business audiences
- Possesses strong analytical and troubleshooting skills
- Strong work ethic and “Can do” attitude
- Able to work independently and as part of a team.
- Positive objective-oriented attitude and is able to work well in demanding and fast-paced environments
- Must be willing to travel throughout North America. Some international travel may be required
- Fluent in Italian/Spanish not mandatory but preferred

Technical

- Must be able to read and interpret technical documentation (product specifications, datasheets, etc)
- Working knowledge of Digital technology and circuits preferred
- Must be able to relay technical information to non-technical audiences in a clear and comprehensive fashion
- Technology-based professional certification a plus

Salary and Benefits

Salary and benefits will be commensurate with experience level of the candidate and according to the objectives reached.

Territory

The Sales Engineer will have responsibility over the following territory: North America

Company Description

SECO is a world-leader in electronic embedded solutions. Spanning its 35+ years of experience, SECO designs, manufactures and sells high-tech boards worldwide (www.seco.com).