

JOB DESCRIPTION

TITLE: Sales/Application Engineers

SUMMARY DESCRIPTION:

Instrumentation Engineering, a world leader in Automatic Test System Solutions, is seeking talented and dynamic individuals to join our growing team as Sales/Application Engineers in these locations – New York/New Jersey Metro, New England, Chicago, and Southwest.

ESSENTIAL FUNCTIONS:

- Establish new accounts and service existing accounts by identifying potential customers, and planning and organizing sales call schedule
- Identify current and future customer requirements by establishing personal rapport with potential and actual customers and other persons in a position to understand requirements
- Provide product, service, or equipment technical and engineering information and support to customers
- Gain customer acceptance by explaining cost reductions and operations improvements
- Prepare technical proposals by studying test plans, procedures and related documents, and through consultation with engineers and other technical personnel
- Prepare sales engineering reports by collecting, analyzing, and summarizing sales information and engineering and application trends
- Assist in establishing sales objectives by forecasting and developing annual sales quotas and projecting expected sales volume and profit for existing and new products
- Contribute to sales engineering effectiveness by identifying short-term and long-range issues that must be addressed
- Required to travel approximately 60%, including overnights

EDUCATION/EXPERIENCE:

A qualified candidate will possess a Bachelors degree in EE, CE, or CS or equivalent education with 2-5 years experience in related field. Experience in development of test system software using LabVIEW, Lab Windows/CVI or Visual Basic required. Candidates must have excellent communication skills, a strong customer focus and be self-motivated. You will grow existing accounts and develop new accounts by utilizing your combination of technical and sales skills. US citizenship required.

If you are looking for a challenging and dynamic work environment where talent and hard work are rewarded, fax your resume to the H.R. Director at (201) 651-1337 or e-mail hr@ietest.com.

IE offers an excellent salary/benefits package (EOE / M / F / V / D).