

TeraView

NORTH AMERICAN Sales Engineer

TeraView, the pioneer and world-leader in terahertz technology and solutions (<https://teraview.com/>), is looking for an experienced and energetic sales engineer to help drive and grow its North American business.

ROLE, TECHNOLOGY AND MARKET

We are currently looking for a Sales Engineer focused on the growth of our Company in the North American market. The industries being served are primarily automotive (paint shop), battery manufacturing for electric vehicles & other high value applications of industrial coatings. TeraView is uniquely placed to exploit these market opportunities, and the role of NA Sales Engineer is pivotal to its success.

THz applications in these markets are rapidly growing as the technology has reached maturity. Adoption by end-users is now taking place. The market is growing for several reasons, including the need for clean, affordable energy from technology such as lithium-ion batteries where coatings are employed, as well as other drivers for high value coatings across a range of industries, including automotive, aerospace, and other exciting emerging markets.

The role will be fully based in North America but will require occasional travel to Company HQ in Cambridge, UK.

KEY TASKS AND RESPONSIBILITIES

The key responsibility is to drive the sales of our terahertz-based coating measurement solutions in new & existing accounts. You will work with the team at TeraView to:

- Identify new business opportunities within existing and new accounts.
- Develop long-term relationships with clients, through managing and interpreting their requirements
- Make technical presentations and demonstrate how a product meets client needs
- Persuade clients that a TeraView product or service best satisfies their needs in terms of quality, price and delivery
- With support from TeraView colleagues, negotiate tender and contract terms and conditions to meet both client and company needs
- Serve as the primary contact for customer purchasing and engineering, and act as the lead for all new business opportunities in NA.
- Lead & guide the organization internally to overcome any open commercial items with customers.
- Serve a key point of contact for customers and provide both pre and after-sales advice. You'll liaise regularly with other members of the sales team and colleagues from a range of departments within the Company.
- Generate prospect lists for sales leads.
- After visiting any prospect, capture the customer needs and develop a key account management strategy for the prospect.
- Provides call reports of visits & ensure customer engagement is tracked in Company CRM tool.
- Represent the Company at relevant trade shows and conferences.
- Collect information on potential competition, new technologies, services, processes, markets and advises management of any factors that may limit business opportunities.

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PROFILE, SKILLS AND EXPERIENCE

A proven track record of technology sales

- Paint shop & automotive experience is highly desirable
- Knowledge of the battery manufacturing Industry
- 3 years'+ experience working in a sales engineering role with demonstrable track record in technical sales

A passion for technology, excellence and success :

- A strong desire to learn new skills and technologies.
- A desire to progress and achieve success in business.
- Team player interested in advancing the acceptance of new technology into industry and generating sales in the process.
- Flexibility to travel throughout North America, sometimes at short notice
- Strong attention to detail

Education:

- Good first degree in physical science or engineering.

The following would be advantageous:

- Experience within a production or factory facility.
- An appreciation of electronics.
- Basic technical knowledge of optically (e.g. laser) -based instrumentation

TeraView offers an excellent salary and benefits package, along with the opportunity for highly-motivated staff to work together and shape the development of products in one of the newest and most exciting areas of technology. We are an equal opportunity employer and pride ourselves on our diverse workforce. For further information and background on the company, please visit our website at: www.teraview.com

The candidate must be able to work in the US without work permits or visas.

If you think you have the skills and qualities we need, please send your Resume, with a covering letter, outlining your current role and salary requirements to:

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