

Sales Engineer

VJ X-Ray LLC is the global leader in developing and manufacturing integrated x-ray sources and high voltage generators. Our mission is to be uncompromising in pushing the boundaries of component design and manufacturing for every OEM partner.

We are looking for an energetic, fast learner to join our team. This highly visible Sales Engineer position will participate in and eventually be responsible for the strategic planning and development of sales within an assigned sales region. A VJX Sales Engineer will learn the needs of a region's operations and gain the ability to identify opportunities. Exceptional customer service skills and engineering background are critical in achieving or exceeding customer and company expectations.

Job Description:

- Identify new business opportunities by conducting market research, analyzing market surveys and attending related industrial tradeshow, exhibitions and conferences
- Develop sales by generating sales leads, setting customer visit appointments, preparing quotes, traveling to customer locations, negotiating and closing orders, and assisting with product shipment
- Maintain relationships with OEM customers by making periodic visits and phone calls
- Develop and participate in technical presentations that may include providing hands-on demonstrations for current and new customers
- Assist Sales Team to develop and execute sales plans to achieve objectives regarding revenue, profitability and market share
- Achieve annual goals and quotas as outlined in the Sales Compensation Plan
- Maintain a real time sales forecast, sales database and reporting results per company requirements and structure
- Interact with cross-disciplinary engineering team, operations team and other VJ Group entities to ensure current and future market requirements are thoroughly understood
- Travel to existing, new and potential customer sites, domestic and international, as required, up to 25% of the time

Essential Skills:

- Bachelor's Degree in a technical/engineering discipline
- Experience in an OEM environment, preferred
- Willingness to learn and the ability to thrive in a technical environment
- Well established verbal and written communication skills
- Proficient in Microsoft Office Suite of Tools
- Strong analytical and problem solving skills
- Ability to operate independently with minimal guidance by management
- Ability to work in a team environment
- Ability to travel domestically and internationally
- Ability to read schematics, preferred
- Strong presentation skills

Non-Essential Skills:

- Two to five years of relatable experience in a technical discipline
- Experience and/or knowledge in Sales, Marketing or Applications Engineering within technology industries, preferably in instrument, electronics, or capital equipment.
- Use of Salesforce Software or other CRM platforms

Physical & Mental Demands:

- Regularly required to sit, walk, bend, stoop and stand within both an office and an industrial environment.
- Will need to repeatedly use hands & fingers to operate basic office equipment and potentially operate hand and power tools standard to a production environment.
- Expected to effectively communicate in person, on phone, and via email and other electronic devices on a continual and repetitive basis.
- Responsibilities could require lifting, moving, staging, and placing of materials up to 50 pounds alone and heavier with assistance.
- Vision abilities required for this job include close vision, distance vision, color vision, peripheral vision, depth perception and ability to adjust focus.
- Must be able to fulfill essential job functions in a consistent state of alertness and safe manner.
- Must be able to travel, domestically and internationally, by car and by air. Overnight stays may also be required.
- On a regular basis, will be required to:
 - use written and oral communication skills
 - read and interpret data, information and documents
 - analyze and solve non-routine and complex office administrative problems
 - be creative, make judgements, use reasoning and make decisions
 - observe and interpret situations
 - learn and apply new information or skills
 - perform detailed work on multiple, concurrent tasks
 - work under intensive deadlines with frequent interruptions
 - interact with internal and external customers holding positions from a wide array of disciplines and organizational hierarchy levels
- May need to communicate and effectively manage dissatisfied or frustrated customers and/or interface with difficult/demanding individuals.

This job description is not all inclusive and is subject to change at any time. VJX-Ray LLC provides equal employment opportunity to all individuals regardless of their race, color, creed, religion, gender, age, sexual orientation, national origin, disability, veteran status, or any other characteristic protected by state, federal, or local law. The company takes affirmative action to ensure that applicants and employees are treated during the application process and post hiring employment without regard to any of these characteristics. Discrimination of any type is not tolerated.