

start with trust.



## Technical Sales Engineer

AP Americas Inc. is one of the leading global manufacturers of anechoic chambers and shielded rooms for various applications in EMC, antenna testing, 5G, wireless and high-frequency technology. Our successful solutions are based on the vast technical knowledge and expertise of our team, from sales to execution.

Our fast-paced team strives to exceed customer expectations with our products, services and customer service. We are seeking a dynamic and driven Technical Sales Engineer to join our growing company.

### Position Overview:

The Technical Sales Engineer reports to the Director of Sales & Marketing and is responsible for managing the technical sales cycle, from lead qualification through closing the deal, including technical support and assistance to sales team. This is a full-time remote role that involves collecting and analyzing technical data for use in sales presentations, managing customer relationships and expectations, and developing solutions to meet customer needs. The Technical Sales Engineer will be expected to work collaboratively with cross-functional teams to ensure successful project delivery while fostering positive client relationships.

### Responsibilities:

- Provide technical chamber solutions to the Test & Measurement in the Microwave, Wireless and EMC disciplines.
- Manage relationships and growth opportunities with existing strategic customers.
- Support key account management and strategic partner technical sales initiatives.
- Support the estimating costing process
- Work with internal delivery teams to proactively address concerns and opportunities.
- Review and evaluate bid packages, scope of work and bid drawings for the purpose of formulating proposal bid sales packages.
- Provide feedback and communication to company management on industry technical updates, market intelligence, trends, competitive threats, and opportunities.
- Work with marketing to plan and execute lead generation campaigns.
- Conduct all sales activities with the highest degree of professionalism and integrity.
- Able to multi-task, prioritize, and manage time effectively, sense of urgency is important.
- Work with internal project execution teams to proactively address concerns and opportunities.
- Maintain CRM tool and analyze data trends.
- Excellent verbal and written communication skills.
- Researching industry trends, organizations and individuals to find new opportunities.
- Cultivating positive interactions and relationships with internal teams and executives to evaluate sales strategy and results.
- Maintain an extensive knowledge of current market conditions.
- Arrange business meetings and one-on-one conversations with prospective clients.
- Perform other sales and marketing duties as assigned.
- Able to lead technical sales discussions in small to large group settings as needed.



### Requirements and Desired Experience:

- Bachelor's degree in an Engineering Discipline (EE is a plus) or related field, relevant industry experience will also be considered.
- Five or more years of experience in sales engineering or similar capacity is desired.
- Demonstrated success working with customers to identify and resolve technical issues.
- Experience in providing technical support to sales teams and managing the sales cycle.
- Strong technical sales skills with experience in selling technical solutions to clients.
- Strong understanding of EMC/EMI testing and certification processes. Agility to respond to new situations by modifying your performance and adopting new skills and abilities.
- EMC/EMI/Wireless or RF Shielding Industry knowledge is highly desirable.
- Team player, positive contributor, and willingness to go above and beyond to accomplish objectives.
- Hunter business development experience with strong closure capabilities.
- Experience in business development, relationship building and advanced closure, and in driving sales in a solutions-selling environment at end-user and C-level capacity.
- Strong 360-degree strategic thinking is critical to success in the role.
- Business strategy and market development expertise.
- Ability to be a trusted sales consultant with addressing client business needs and pain points.
- Ability to work effectively in a fast-paced, team-oriented environment with cross-functional teams.
- Excellent communication and interpersonal skills to build and maintain client relationships, including the ability to present technical information in a clear and concise manner.
- Excellent organizational and interpersonal skills.
- Ability to flourish with minimal guidance, be proactive, and handle uncertainty.
- Experience reading/interpreting blueprint, shop drawings for the purpose of bid package submittals.
- Proficient in Word, Excel, Outlook, PowerPoint, Social Media platforms, virtual meeting software.
- Willingness to travel in the US 30%-50% and Europe as necessary.
- May require frequent standing, bending, and lifting up to 40 lbs.