

**JOB DESCRIPTION - 402**

Job Title:	Sales Application Engineer	Status	Exempt
Department:	Sales	TDF212 R001 03/28/2016	

**DESCRIPTION:**

The Sales Application Engineer position is a key sales position that will be responsible for acquiring and developing opportunities for Testing Services with particular focus on growing business with aerospace manufacturing customers.

The successful Sales Application Engineer must be able to articulate through effective communication Test Devices' technical capabilities and its associated value propositions to both business and technical users. Must be able to identify all technical issues and bring the company's resources to bear in developing creative solutions for the customer, partnering through collaboration. Conversely, must be able to identify and convey potential product improvements to meet changing customer and/or market needs.

**DUTIES AND RESPONSIBILITIES:**

- Prospecting for customers, and new markets
- Defining application/testing requirements and developing sales opportunities
- Preparing the company response to inquiries
- Meet booking and revenue generation goals
- Build pipeline of opportunities
- Responsible for representing Test Devices' products and capabilities to customers at field events such as conferences, seminars, etc.
- Respond to RFI's and RFQ's
- Identify current and future customer requirements by establishing personal rapport with customers
- Explain benefits of products to potential customers
- Explain how TDI capabilities exceed those of competitors
- Prepare and deliver technical presentations

**QUALIFICATIONS:****EDUCATION/EXPERIENCE:**

- BS in Engineering or Technical Discipline
- 5 years functioning in an engineering role
- 5 years sales experience
- Testing and/or machining experience a plus
- Capital equipment sales a plus
- Experience in social media and internet marketing a plus

**JOB SKILLS:**

- \* Strong interpersonal skills
- \* Excellent written, verbal, and presentation skills
- \* Strong skills with MS-Office suite
- \* Self-motivated and has a positive, "can do" attitude in approaching opportunities
- \* Consultative style of selling to develop an understanding of customer needs
- \* Ability to establish and maintain strong relationships throughout the sales cycle.
- \* Apply an engineering mindset to the business of selling.

**JOB DESCRIPTION - 402**

Job Title:	Sales Application Engineer	Status	Exempt
Department:	Sales	TDF212 R001 03/28/2016	

**WORKING CONDITIONS:**

- Office Environment: Well lit, conditioned (heated and cooled) environment.

**PHYSICAL REQUIREMENTS:**

- Sitting at desk for 80% of the day daily.

**TRAVEL:**

- Average 25%, majority domestic, possibility of international, passport required

**DIRECT REPORTS: President**