

## SALES APPLICATIONS ENGINEER

At Angstrom Engineering, we sell industry-leading thin film deposition systems that are used to create nano-electronics, semiconductors, OLEDs, solar panels, optical coatings, medical implant coatings and much more. Our products are designed and assembled at our facility in Kitchener, ON Canada and delivered to many of the world's leading research labs and thin film coating facilities.

Angstrom Engineering is a growing company with an international client base which has been listed on the Profit 500 fastest growing companies 5 years in a row. We are a customer focused company and we all work hard to build strong customer relationships, finding ways to exceed expectations.

As a Sales Applications Engineer, you will play a key role at Angstrom Engineering by providing our customers with technical information and customized proposals to meet their specific process requirements. You will gain intimate knowledge of the equipment used to push the boundaries at the forefront of nanotechnology. You will learn about the applications and processes that utilize thin film coating and share this knowledge within our organization. The role is an office position at our facility in Kitchener, Ontario and requires occasional international travel for technical conferences and customer meetings typically less than 10% of time.

### SPECIFIC RESPONSIBILITIES:

#### Proposals and Budgeting

- Develop detailed proposals and define project scope and cost
- Obtain and prepare detailed estimates for labor and material costs required for disciplines such as: product design, control system design, software development, and machine building

#### Sales and Relationship Building

- Represent and promote Angstrom Engineering to customers
- Measure and provide feedback on customer satisfaction
- Create and manage customer and industry relationships
- Provide sales presentations to clients

#### Marketing

- Learn from our customers and share this information internally to help improve Angstrom's products and services
- Monitor market competition and look for new opportunities

#### Technical Knowledge

- Become an expert on Angstrom's products and services
- Stay current on customer applications and industry developments
- Work with technical staff to meet customer specifications
- Support continuous improvement initiatives within Angstrom Engineering
- Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies
- As required will be assigned special projects in support of engineering, sales, and marketing

## QUALIFICATIONS OVERVIEW:

- Driven to help grow our business
- Ability to work with customers to understand and help solve their challenges
- Excellent communication skills
- A post-secondary diploma or degree in science, engineering, applied science or machine design is an asset
- Strong mechanical and electrical aptitude
- Sales and/or customer service experience will be considered a strong asset
- Ability to work and grow independently
- Ability to solve technical problems
- Thorough understanding of Microsoft Office applications
- Must be able to travel internationally on an occasional basis

To apply, send a resume and cover letter to [careers@angstromengineering.com](mailto:careers@angstromengineering.com)