

SALES APPLICATION ENGINEER

At Angstrom Engineering, we develop products and services focused on supporting pioneering research across a range of diverse applications. Our products have a significant global impact in a variety of sectors, including renewable energy, energy storage, quantum computing, medical/biological sensing, organic lighting, display, and many more. Angstrom Engineering is a growing company with an international client base which has been listed on the Profit 500 fastest-growing companies for six years in a row. We are a customer-focused company that works hard to build strong partnerships and find ways to exceed expectations.

OVERVIEW:

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. 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 the 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

QUALIFICATIONS:

- 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

ADDITIONAL INFORMATION:

Angstrom Engineering is an agile and growing business with a workforce of exceptional people. We have been in business for 30 years and make leading-edge and interesting equipment for the field of nanotechnology. Our working environment is clean, safe, and enjoyable. We offer flexible hours and a competitive compensation package, including benefits.

Angstrom Engineering welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.