

## TECHNICAL SALES TEAM MEMBER

At Angstrom Engineering, we develop products and services focused on supporting the nanotechnology community. Our products include a broad range of thin film deposition machinery which we design and manufacture as well as offering process development and deposition services.

We work closely with our high-tech clients to help them apply nanotechnology to pioneer important developments in; semiconductors, OLEDs, solar panels, optical coatings, medical/biological sensors, energy storage, quantum computing and much more.

Angstrom Engineering is a growing company with an international client base which has been listed on the Profit 500 fastest growing companies 6 years in a row. We are a customer-focused company that works hard to build strong customer relationships and find ways to exceed expectations.

As a member of our Technical Sales Team, you will play a key role at Angstrom Engineering working directly with our customers to support their needs for deposition materials & consumables, thin film coatings and spare parts.

This full-time role is an office position at our facility in the Waterloo Region, currently at 91 Trillium Drive Kitchener, Ontario reporting to the Director of Business Development.

### SPECIFIC RESPONSIBILITIES:

#### Sales and Relationship Building

- Build and present quotations to our customers to support the growth of the following product lines; deposition materials & consumables, thin film coatings, and spare parts
- Process and manage orders
- Support quoting and order process improvement initiatives to focus on accuracy and efficiency
- Create and manage customer & industry relationships
- Represent and promote Angstrom Engineering to our customers
- Measure and provide feedback on customer satisfaction

#### Supply Chain & Inventory

- Identify improvements to our supply chain
- Develop and improve vendor relationships
- Provide guidance on inventory levels

#### Marketing

- Learn from our customers and share this information internally to help improve Angstrom's products and services
- Stay current on customer applications and industry developments
- Monitor market competition and look for new opportunities

#### Technical Knowledge

- Develop an understanding of thin film nanotechnology processes and applications
- Become an expert on Angstrom's products and services
- Support continuous improvement initiatives within Angstrom Engineering

#### QUALIFICATIONS OVERVIEW:

- A post-secondary diploma or degree in business, marketing, science, or engineering
- Driven to help grow our business
- Ability to work with customers to understand & help solve their challenges
- Ability to build relationships with vendors / supply chain
- Excellent communication skills
- Sales and/or customer service experience will be considered a strong asset
- Experience with Salesforce CRM is an asset
- Experience working with Shopify or Woo Commerce web stores is an asset

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