

## Sales Engineer

**This role is located in the Elkhart, IN.**

Are you intellectually curious? Do you enjoy working independently and within teams to create innovative products? Do subjects like Cyclotron, Magnetic Particle Imaging, or Lightning Strike Simulation sound interesting? Want to be a part of a Company who cares about your opinion and future?

***Then, AE Techron has a place for you!***

AE Techron is an innovative manufacturer of power conversion products for demanding applications. Founded in 1992, our products have become market leaders in performance, bandwidth and durability around the globe. Most of our products provide capabilities unavailable from any other manufacture in the world - making AE Techron a sustainable, high-quality business that our customers depend on!

### What We Offer:

- **Creative, innovative, collaborative, and flexible work environment**
- **Challenging and progressive career development**
- **Competitive pay programs**
- **Comprehensive Health & Wellness Benefits**
- **Retirement Program with Excellent Employer Match**
- **Disability Programs**
- **Paid Vacations and Holidays**
- **Open communication, recognition programs, and team-building events**
- **And much more to motivated, results-oriented individuals who want to make a real difference in their community and role**

### What You'll Do:

As the Sales Engineer, you will be a technical liaison between our Design Engineers, our Sales team, and our customers. You will have a role in training sales partners, customers and service centers on product capabilities troubleshooting and typical uses. In this role you will see first-hand customer needs and industry trends putting you on our development teams as we work to move from offering products to creating solutions for specific customer needs.

### Your Accountabilities in the Role:

- Support the Sales department both online and in person, by providing technical product expertise within customer presentations.
- Translate in-bound customer requests into actionable requirements that potentially the Sales team could solve with present products, or the Engineering department could use as a source for possible new product solutions.
- Provide in-depth technical support on product use and capabilities, troubleshooting guidance via video calls or phone calls, or email for current and potential customers world-wide.
- Support AE Techron's international service centers by providing trouble shooting help and technical documentation to supplement currently available support materials.
- Present information at regional trade seminars to help attendees better understand technical capabilities provided by AE Techron products.
- Be part of product introduction team, conducting new product validation testing and testing needed for customer facing technical and sales materials.

## Position Requirements:

- **Education:** BS degree in Electrical Engineering Technology preferred; will consider a combination of education and experience.
- **Experience:** 1+ years of Electronics Industry or similar industry experience.
- **Certifications:** NA
- **Functional Skills:** Solid skills in researching, planning, prioritizing and follow-through; natural ability to problem-solve and provide timely resolutions; able to learn a broad range of products and processes quickly; able to analyze data to report on patterns or product opportunities; strong attention to detail.
- **Technology Skills:** Intermediate PC skills, with the ability to read and interpret electronic schematics and manuals, basic understanding of power electronics including linear and switch mode amplifiers.
- **Communication Skills:** Advanced verbal and written communication skills; able to present to others and communicate technical matters to all levels within and outside of the organization.
- **Leadership/ Behaviors:** Strong focus on customers and quality; able to work independently and within teams; ability to think, listen, reflect and create solutions; calm personality, who is collaborative and supportive of teams and customers.
- **Culture Match:** Able to do what is right for the customers, team members, and company.

## Other Important Information:

**Pay/Salary:** Approximately \$55,000 - \$70,000 annual salary opportunity.

- *And, the compensation will grow as the team member grows!*

**Reports To:** CEO

**Core Hours:** 8:00 am – 5:00 pm (schedule can be slightly flexible; will work approx. 8 hours within this timeframe)

**Typical Work Week:** M-F; a few weekends for trade shows each year; 40 - 45 hours a week on average

**Direct Reports:** None

**Travel:** 2 -3 trade shows per year

**COVID Protocol:** No Special Protocol; Individuals can wear masks if desired

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**Have other questions? Contact Us!**

**Email:** Chad@myhrcgroup.com or **Contact:** 574-286-2037

**Visit our website at:** <https://www.aetechron.com/>

**We are an Equal Opportunity Employer**