



Technical Sales for 3D Glass Solutions

Technical Sales engineer is a goal-oriented, self-motivated individual with effective verbal and written communication skills. Has a strong technical background in Electrical Engineering but has a desire to transition into sales. Supports customers technical inquiries to enable design wins. Authors application notes, training materials, and datasheet applications. Assists customers in developing application circuits, reference designs, and evaluation boards, as needed.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Responsible for collaborating with sales teams to understand customer requirements, to promote the sale of company products, and to provide sales support.
- Responsible for understanding customer roadmap and key business issues in order to align our product with customer needs
- Responsible for understanding the gaps in the market and sharing that information with sales and engineering team
- Assists in the day-to-day sales activity maintenance, such as sales management software, purchase order management, and customer communication
- Communicates program status updates directly with customers
- Sell products requiring extensive technical expertise and support for installation and uses.
- Plan and suggest modifications to product configurations to meet customer needs.
- Confer with customers and engineers to assess equipment needs and to determine system requirements.
- Prepare and deliver technical presentations that explain products or services to customers and prospective customers.
- Solid understanding of RF concepts such as impedance matching, impedance transformation, distributed systems, passive RLC and resonant circuits, noise, linearity, bandwidth and discrete component design.
- Work with Customer Design Specifications to devise simulated designs that can be quoted and manufactured using our latest technology process.
- Communicate design concerns, drawing errors, interpretation issues, and manufacturability enhancements to customer technical contacts, as necessary.
- Must be able to fully understand production capabilities and data requirements and must be able to communicate professionally with customer personnel.

- Travel to customer sites to support Design Engineers, Test Engineers, Product Engineers and Manufacturing Engineers.
- Work with Sales and Marketing to develop sales and support strategies
- Attend trade shows as a technical representative.
- Write technical papers and application notes for inclusion on the web site and technical seminars.

EMPLOYMENT CATEGORY

- Regular Full Time

BASIC QUALIFICATIONS, EXPERIENCE, SKILLS AND EDUCATION REQUIRED

- BS degree in EE & 3+ years of RF industry experience
- Knowledge of filter and Integrated Passive Device concepts and test techniques
- Knowledge of RF concepts and test techniques
- Knowledge of AWR, ADS, CST and HFSS Simulation Software
- Strong verbal and written communication skills
- Travel requirements may be 30% or greater.
- This position requires the ability to obtain U.S. Security Clearance post-start, for which the U.S. Government requires U.S. Citizenship.

LOCATION OF EMPLOYMENT

- Albuquerque, NM; selected applicant may be eligible for reimbursement of relocation costs.

Send CV via email to careers@3dgsinc.com