

4 July 2022

Position: Technical Field Sales Engineer

Office: Ntron, Navan

Departments: Sales

Job

Description:

For our Ntron facility in Navan we are seeking a highly motivated and enthusiastic Technical Field Sales Engineer. The role requires someone with drive, the desire to learn, outgoing personality and the ability to work on various projects at once. Organisational skills in managing own responsibilities and time to achieve objectives and deadlines are a must. If this sounds like you, then we would be delighted to hear from you.

Primary duties include:

- Pro-actively seek out new target organisations, establish communication and arrange site visits to those businesses that can benefit from PST products and services.
- Define the link between our suite of products and the customers processes.
- Communicate customer's present and future technical requirements to the PM team.
- Qualify leads and maintain the CRM database.
- Generate customer quotations and documentation.
- Meet or exceed sales targets.

Requirements, Skills and Experience:

- Scientific or technical qualifications: (Science or Engineering degree would be a distinct advantage).
- Proven sales record in a similar role.
- Self-motivated and a team player with a customer focused mindset.
- A willingness to learn, adapt and solve problems as they happen
- Ability to work independently and to make sound decisions.
- Good written and verbal communication skills and ability to write and edit technical papers.
- Ability to methodically approach the process of product support, including problem diagnosis, and the derivation and implementation of test programmes with basic understanding of test techniques.
- Empathy and tolerance towards different interpersonal styles.
- MS Office packages including Excel, Word, Power Point and Dynamics.

We offer:

A modern working environment in a successful, fast-growing company with an international team of dedicated people who do not hesitate to go the extra mile to impress a customer.
Competitive salary, progressive career path. Pension Plan, Laptop, Phone and Company Car.

If you are interested in above position, please send your CV to shirley.sheehy@processsensing.com

Expires: 22/07/2022