



# Crystal Technology, Inc.

An EPCOS Company

## **Sales Engineer, CRY326**

Crystal Technology, Inc. is seeking a Sales Engineer for our Marketing and Sales Department. As a Sales Engineer your role will be to support our customers in the use and implementation of our products. This is a customer facing role, and you must exhibit the very highest standards of professionalism and service, whether you are helping a small company with a simple issue, or meeting senior executives of a multi-national corporation. We strive to ensure our customers are highly satisfied in obtaining true value from their purchase.

### **Job Responsibility**

- Work as part of a sales team toward reaching annual sales revenue goals
- Respond to proposals and RFQ's
- Assist in the planning of the sales team's strategy and tactics
- Assess prospective customer's needs and translate to requirements for our solutions
- Identify market and product requirements based on field experience and customer input
- Articulate the technical value proposition, feature, functions and benefits, to prospective and existing customers
- Demonstrate products to technical and non-technical audience, at executive and/or technical levels, pre and post-sales
- Support product evaluations to ensure customer success Ensure total customer satisfaction

### **Required Education:**

Bachelor's degree in technical discipline

### **Required Experience and skills:**

- Minimum of 2-5 years of relevant direct industry experience
- Must have excellent interpersonal, verbal and written communication skills and possess strong leadership and troubleshooting abilities
- Outstanding communication skills with technical and non-technical audience
- Ability to focus on results while working independently when given a broad direction
- Ability to adapt to changing goals based on customer demands and market conditions while working with development, sales, and product management teams
- Ability to learn new technologies quickly and have excellent troubleshooting and problem solving skills
- Individual must be capable of accurately assessing needs, maintaining a calm business demeanor and taking quick action to resolve issues
- Strong presentation skills with the ability to address both executive and technical level audiences
- Detail-oriented and a team player; Ability to work independently and as part of a team
- Willingness and ability to travel at least 30-50% globally

How to apply: <http://company.monster.com/crystaltech/>

**Reference CRY# 326**

**Crystal Technology is an Equal Opportunity Employer**