



# Technical Sales Engineer

**Reports to:** Sales Director, Strategic Accounts

**Location:** Silicon Valley, US

## **Position Summary:**

Our fast growing thermal management company is seeking a self-motivated individual to join its US team. This position requires a technical sales oriented person that works closely with Vette's major customer to support and close business. The individual must have the skills to communicate on business and technical related topics.

## **Position Responsibilities:**

- Grow sales in assigned territories and/or accounts. Specifically, generating sales opportunities at the target markets, target customers, and target applications.
- Coordinate program planning with customer to ensure identification of appropriate manufacturing schedules, goals, design criteria, costs, and similar considerations.
- Coordinate details of program within the organization with a wide range of functions and individuals.
- Acquire a complete understanding of the applicable market. Understand the historical growth patterns and new trends.
- Assist in establishing strategic marketing plans to achieve corporate objectives for products and services.
- Develop and execute marketing programs to achieve stated objectives regarding revenue, profitability, and market share.
- Identify new opportunities, markets and processes required to grow and expand business
- Manage and motivate sales representative to develop new markets, accounts and promote Vette Corp
- Technically evaluate customer requests for both sales and manufacturing concerns, develop/prepare lead reports, and manages key accounts to meet or exceed the growth goals.
- Work as a team with other members of the Inside and Outside Sales and Engineering Teams to promote the Value of Vette to the customer.



### **Candidate Qualifications**

- Bachelor's degree in Engineering or Business Administration
- Minimum of five or more years experience in an Account Management position in a custom electronics manufacturing environment; or similar technical selling experience.
- Good mechanical background, thermal management experience is preferred.
- Knowledge of heat sinks and thermal management is desired
- CAD experience with either Pro/E, Solidworks, or other top tier 3-D package helpful.
- Exposure to interacting with Asia based manufacturing and sales.
- Must have good interpersonal skills, communication skills, and problem solving/decision making and strategy formulation abilities. Must be a team player that can handle a wide range of activities, be productive, maintain high work quality, integrity and ethics and be adaptable / flexible to change.
- Must be able to travel 30-50% of the time

### **Benefits:**

Vette Corp currently offers a competitive benefit package which includes:

- Competitive Wages-Based on Experience
- 401K Plan w/Employer Matching
- Health Insurance
- Dental Insurance
- Life Insurance
- Competitive Holiday and Vacation Schedule

*Vette Corp is committed to equal opportunity employment and does not discriminate against employees or applicants for employment based on factors including, but not limited to race, color, religion, sex, national origin, age, physical/mental disability or veteran status.*