



## Neoti Sales Engineer – Job Description

The Neoti Sales Engineer will be responsible for being an expert on all technical aspects and issues of the company products and/or services. With this expertise, the Sales Engineer will actively drive and manage the technology education and the evaluation stage of the sales process.

In addition to supporting and educating partners, prospects and customers, on technical aspects of company products, the sales engineer will be responsible for explaining new industry related technology to the sales team as well. This position requires both technical knowledge and sales skills.

### Key responsibilities include:

- Preparing and developing technical presentations and drawings to help communicate how company's products and/or services work to meet the needs of the customers.
- Discussing equipment needs, structural and system requirements with customers and engineers.
- Collaborating with sales team to understand customer requirements and provide sales support.
- Generating high-quality sales leads, following up after initial contact, preparing quotes, securing and renewing orders, negotiating prices, completing sales.
- Helping customers who have problems with installed products and recommending improved or upgraded products and services.
- Soliciting and logging client feedback and evaluating the data to create new sales and marketing strategies to target customers.
- Identifying areas for improvement and communicating these issues as well as possible solutions to upper management.
- Setting and achieving sales goals and quotas.
- Training other members of the sales team and/or company on the technical aspects of the company's products and services.
- Ability to travel, 60%.

### Key requirements:

- A Bachelor's degree in Engineering, Marketing, Business Administration, or related field.
- Experience in sales, sales engineering and the direct view LED industry.
- Strong communication, interpersonal, customer service, and sales skills.
- The ability to relate technical information to non-technical customers.
- Excellent technical and problem-solving skills.
- Good leadership and team working skills.
- Willingness to continue your sales and engineering education.
- Positive, can do attitude, self motivated.