

Technical Sales Manager Spectrometer Systems

tec5USA; Inc. is seeking a motivated Technical Sales Manager to help to expand the growing enterprise, the joint venture of two well established companies. The enterprise was founded specifically for the American market to supply high-end optical and electronic components for OEM instrument manufacturers and spectrometer systems.

Job Responsibilities

- Find and develop customer relationships generated from own efforts and various company marketing tools, e.g. sales exhibitions.
- Interface with customers to determine appropriate fit of standard product line.
- Determine if custom solution is required and communicate with business team to achieve.
- Recommend strategies to search new markets and develop new products and partners.
- Installation and minor servicing of (sub)systems at customer site
- Cooperation/communication with other members of the team and sister companies.

Experience Required

Knowledge of spectroscopy and process applications
Flexible work habits
Broad technical skills
Communication skills with customers and suppliers
Independent thinker with a willingness to learn

Experience Preferred

Knowledge of chemistry and process technology
Computer knowledge, hardware and software

Company Location/Information

Long Island, NY, approximately 40 minutes to JFK airport and NYC.
Close to major highways, interstate roadways, Atlantic Ocean beaches.
Established US company with more than \$15M/a in sales.
Benefits package including company medical plan, 401K.

Contact

Gert Noll or Dan Fields
tec5USA, Inc.
80 Skyline Drive
Plainview, NY 11803
Phone: 516-653-2000
Fax: 516-939-0555
employment@tec5usa.com