

Technical Sales Engineer

Company: Terabee, High-Tech sensor and sensing solutions company

Location: France, Saint-Genis-Pouilly, (Close to Geneva, next to CERN)

Contract: Full-time

Reporting to: Greg Watts (Sales & Marketing Manager)

Job Description:

Terabee is a dynamic and fast-paced technology company that designs, develops and manufactures the TeraRanger brand of sensors, bringing new ideas and unique solutions to robotics, automation, IoT and smart city challenges.

We are now seeking a motivated and self-driven Technical Sales Engineer to join our growing team! You will operate within a highly stimulating and international environment. You will be a team worker with a creative mind, a sense of initiative and an entrepreneurial spirit with a commitment to our long-term success.

Role and Responsibilities:

In this role, you will support the Sales and Marketing team in presenting Terabee technology in the most appropriate ways to convince a technical audience of its features and benefits, educating on the applications it can address and how. You'll take a key role in influencing technical decision-makers throughout the sales cycle. Initially, the role will also include post-sales client engagement to ensure our customers' success and to gather vital feedback from them. In particular, the role will include:

- Conducting research to understanding our markets, the competition and how to compete
- Defining the USP's of Terabee technology and solutions and articulating those for a technical audience
- Creation of technically focused marketing collateral, communications and other customer-focused communications, in partnership with the Marketing team (tutorials, white papers, blog articles etc)
- Support the Sales team on first-line enquiry handling when things get technical
- Support the Sales team in technical sales opportunities. This means input to tenders and proposals, conference calls and face to face meetings, and attendance of trade shows, as needed

- Advise clients on the implementation of TerabeE technology for their applications. This may include algorithm development or tuning, filtering of results, image processing techniques, control system development, or integration and communication interfaces and protocols
- Provide assistance to the post-sales customer support process to help answer inbound questions with a sales-focused yet technical response and capture client feedback and needs, at the technical level

Profile:

- 3+ years experience in the same or similar role
- Strong understanding of sensors and sensing solutions, from the underlying physics to the implementation of solutions. Prior knowledge of optical Time-of-Flight and LiDAR is an advantage
- Outstanding communication skills. You'll be fluent in English and relish client contact in written, verbal and presentation formats (Other languages are advantageous but not essential)
- A commercial, client-centric focus with experience of complex sales cycles with technical decision-makers
- Ability to structure, plan and execute work on time and with a minimum of supervision
- Capacity to quickly adapt and work in a fast-paced, multi-disciplinary and international team
- An ability to multitask and show both enthusiasm and reactivity for learning new disciplines

We are looking for a sales-driven, versatile and innovative profile as we continue pushing the boundaries of sensing technology and its deployment.

Please send your CV and a letter of motivation to careers@terabee.com with the subject line "Technical Sales Engineer". We look forward to receiving your application.