

HNT Technology, Inc. is a growing Electronics Engineering and Turnkey Prototype company that provides electronics hardware and software design, PCB layout, testing, and manufacturing services for our customers. We are looking for a Sales Engineer who is willing to grow with us, and represent the company's services at sales meetings and field events (i.e., conferences, seminars etc). The ideal candidate will be self-motivated with excellent written, verbal skills, and have several years experience in the electronics industry. This position involves sourcing leads and qualifying business opportunities within various industries. You will be the primary technical resource for the sales team and are responsible for actively driving and managing the sales process. You must be comfortable in the dynamic atmosphere of our technical organization with a rapidly expanding customer base and possess strong presentation skills. In addition, you will be directly involved with the sales team to answer technical questions for potential new customers.

Requirements and Responsibilities:

- Support sales team in generating new business opportunities. And provide technical documentation of all sales progress.
- Provide to prospective customers and sales team follow-up of technical services.
- Attend pre sales meetings; company briefs. Develop and design technical presentations, models and architecture.
- Possess organizational and analytical skills to reduce sales cycles through creative and adaptive approaches within the team.
- Possess the ability to identify all technical issues of assigned projects/opportunities to ensure complete project satisfaction throughout the sales process.
- Provide responsiveness to functional and technical elements of RFIs/RFPs (Requests for Information/Request for Proposals)
- Able to convey customer requirements and concerns to the Program Management team on a daily basis.
- Provide technical savvy on cross parts.
- Participate in qualifying existing and new manufacturers, fabrication, CM, and distributors
- Attend internal sales meetings to create, develop, and implement sales strategies and guide technical sales personnel. Provide training to staff on the technical aspects of customer product/issues.

Must be fluent in English, multilingual a plus.

- BSEE required, MSEE preferred.