

Job Title: Technical Sales Engineer

Job Description: Quartzdyne is the world leader in design and manufacturing of high precision, high pressure quartz-crystal-based transducers for the oil and gas industry. We are a small, vertically integrated company, providing varied opportunities for the sales engineer. Quartzdyne offers competitive salaries, outstanding benefits package, and a unique, desirable, and friendly, work environment that recognizes individual contribution and achievement.

Responsibilities:

- Demonstrate a thorough understanding of all Quartzdyne products, features, functions, and values
- Develop and grow long-term relationships with customers
- Development and delivery of technical presentations
- Respond to functional and technical elements of RFI/RFP/RFQ's
- Provide pre and post sales technical assistance and product education
- Field visits with customers. Be able to engage the entire organization: engineering, purchasing, sales, marketing, and management
- Manage and interpret customer requirements
- Prioritize and convey customer requirements to other departments (engineering, manufacturing, purchasing and quality)
- Provide voice of the customer data during the design of custom-made products
- Research and understand our customer markets
- Attend trade shows, conferences and other marketing events

Qualifications and Requirements:

- B.S. Engineering, Electrical Engineering a plus
- 0-5 years engineering experience
- 0-5 years experience in technical sales.
- Self motivated and self starter
- Excellent team player
- Good listening skills
- Friendly and enthusiastic personality
- Outstanding oral and writing skills
- Travel; domestic and international. Approximately 20%.

***Contact Information: ***

Email resumes to jnette@quartzdyne.com

Company Information:

Quartzdyne, Inc. is located at 4334 Links Drive (2400 S.) SLC UT 84120, and is a subsidiary of Dover Corporation. Phone: 801-839-1000