



D & V Electronics Ltd. is a Manufacturer and Supplier of State of the Art Electric Motor and Drive Test Systems to the OEM and Tier One manufacturers of Hybrid/Electric automobile vehicles worldwide. Our Canadian head Office is located in the City of Vaughan. Due to an increase in sales growth D&V is looking for a qualified, highly competent and self- motivated individual who will plan, execute and close sales of D&V products in USA - to current and new clients/customers. We offer a Comprehensive Benefit Package, to include an incentive bonus. If your qualification and experience meets our need, we invite you to apply for the following position and grow with us.

### **Sales Engineer –DV USA**

#### Responsibilities:

- Responsible for worldwide technical sales
- Developing new clients and new opportunities worldwide
- Extensive Travel to visit existing and potential clients, as well as participate in Trade Shows, seminars, etc.
- Establishing new, and maintaining existing, relationships with customers
- Managing and understanding customer requirements and making recommendations from a technical and commercial perspective
- Follow-up on leads acquired through direct and / or indirect sales inquiries
- Leading and managing the quote (internally and externally), for all client quotations
- Negotiating contract terms
- Negotiating and closing win-win sales
- Identify, assess and coordinate follow-up of customer inquiries
- Provide solutions to both current and new customers, on application and technical concerns; both pre and post sales
- Advise the Engineering Department on design specification(s); recommend product improvement and / or modification(s); as per customer specifications
- Assist Engineering, Manufacturing and Quality departments with customer testing; to ensure the product(s) meets the customer expectations
- Liaise with other members of the sales team and other technical experts, as required
- Promote D&V products, by attending trade shows, conferences and other network events
- Create and conduct technical presentations and demonstrations on how a product will meet client needs

#### Education:

- Bachelor degree in Electrical Engineering
- Proven 7+ years Technical Sales Experience in the test equipment or automotive/aerospace industry
- Must be able to make the sale, as well as manage the customer after the sale.
- Knowledge of automotive/aerospace testing technology
- Knowledge of electric motor inverters and DC power components and systems for vehicle electrification
- The ability to build relationships with clients/customers quickly
- Must maintain professionalism at all times
- Excellent customer service skills required
- CRM experience
- Resilience and tenacity required
- Problem solving and analytical reasoning skills required
- Must have strong interpersonal and communication skills
- Excellent negotiation skills required
- Must be willing to travel up to 50% of the year to the USA and overseas
- Must have a Canadian, EU or USA passport, with no restrictions on traveling to any regions of the globe

D & V Electronics Ltd. values their employees. We encourage life-long learning and foster employee personal growth. If you're someone who enjoys working in a creative and innovative work environment, and would like to join our team, please submit your resume and covering letter to: [careers@dvelectronics.com](mailto:careers@dvelectronics.com) or fax us at (905) 264 0502.

We thank all applicants for their interest in our organization, however; only those selected for an interview will be contacted.