



D & V Electronics 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 D&V office the USA 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 a sales bonus. If your qualification and experience meets our need, we invite you to apply for the following position and grow with us.

Sales Engineer USA, Automotive Bench Top Testing

Purpose:

- To plan, execute and close sales of D&V product line in the Americas; to current and new clients/customers
- To be the key point of contact for clients, answering sales and negotiation inquiries; providing technical solutions to meet customer requirement(s)

Responsibilities:

- Responsible for technical sales of the Automotive Bench Top Testing product
- Developing new clients and new opportunities worldwide
- Extensive Travel to visit potential clients
- Establishing new, and maintaining existing, relationships with customers
- Managing and understanding customer requirements
- Follow-up on leads acquired through direct and / or indirect sales inquiries
- Calculating 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; to include customer satisfaction feedback on the product
- 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 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 automotive industry
- Knowledge of automotive testing technology
- Knowledge of electric motors and drives for electric vehicles
- 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
- Good interpersonal and communication skills required
- Excellent negotiation skills required
- Must be willing to travel up to 50% of the year in the USA and overseas
- Must have a valid passport
- Must be able to travel throughout the USA, with no restrictions
- Must live and work in the USA, Detroit Area is preferred



D & V Electronics 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 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.