



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 meet our need, we invite you to apply for the following position:

Job Title: Sales Engineer USA

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
- 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 Engineering
- Proven 5+ years sales experience in the automotive industry
- Knowledge of automotive testing technology
- Knowledge of electric motors and drives for electric vehicles is beneficial.
- Knowledge of rotating electric components (starters, alternators) is beneficial.
- The ability to build relationships with clients/ customers quickly.
- Must always maintain professionalism.
- 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.
- Live and work in the USA, Detroit Area is preferred
- Must be able to travel throughout the USA, with no restrictions.



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.