

INTERNATIONAL SALES ENGINEERS (M/F)

Microflown Technologies is looking for highly motivated colleagues working as international sales engineers.

COMPANY

Microflown Technologies is well known global niche player in the world of sound & vibration. All applications are based upon the Microflown, the world's first and only dedicated acoustic particle velocity sensor.

The main customers are blue chip companies in automotive and aerospace industry, manufacturers of appliances & electronics, universities and governmental bodies. Apart from Europe we mainly serve our major markets in Japan, China and the USA.

We employ a staff of 25 highly qualified engineers from all over the world. We are based in Arnhem, a pleasant 150.000 thousand citizen's city one hour from Amsterdam.

Our culture is informal with a flat organization and short communication lines.

JOB DESCRIPTION

The right candidate will spend a significant part of his/her time travelling all over the world. The work involves explaining and demonstrating our technology to (potential) customers and support our distributors with their local sales activities. Also attending international (acoustic) congresses & exhibitions is part of the job.

You have strong interpersonal skills and are willing to listen and willing to explain. In this role you'll have to translate market opportunities into specific sales activities. There will be close communications between the commercial and r&d departments where you'll play an essential role sharing your obtained market intelligence through customers and distributors.

You will participate and contribute with your ideas and actions to further develop the sales strategy and product development work.

You will be working closely together in a small, young team, who as a group will be covering worldwide sales of Microflown Technologies.

Key responsibilities and tasks

- Demonstrating our products and solutions at the clients worldwide;
- Attending international (acoustic) congresses & exhibitions;
- Support distributors with their local sales activities;
- Creating valuable (long term) relationships with customers and distributors;
- Obtain and share market intelligence obtained by ongoing dialogue with our customers;
- Contribute in the short-mid & long tem sales strategy;
- Help developing innovative new measurement solutions.

YOU ARE/HAVE

- Technical educational background, at least on a BSc level in Electrical Engineering, Signal processing, Acoustics or similar;
- at least years 3 years working experience in a technical commercial role;
- excellent written and oral communications skills in English and German (additional languages is a plus);
- an energetic, self-starting and open minded personality with a strong customer focus;
- know how to connect to other people, and contact both in person, over the phone and via email;
- interact easily with persons of various nationalities, knowing how to interact with a very culturally diverse customer base;
- experienced in making public presentations and technical demonstrations for small and large groups;
- driving license;
- willingness to travel.

WHAT WE OFFER

We offer you a challenging position in an innovative, international operating company. Working within Microflown Technologies team will give you a unique opportunity to join a small, yet fast growing company and play an integral role selling unique products in the acoustics industry. We value initiative, responsibility and the right balance between creativity and quality in all solutions. Over 95% revenues comes from the export market we offer you a position where travelling all over the world is part of your job.

ARE YOU THE CANDIDATE WE ARE LOOKING FOR?

We look forward to hearing from you! Please send your application to our director, Alex Koers | koers@microflown.com

All received applications will be reviewed and the vacancy will be active as long as it is posted.