



Sales Engineer

Job Description

Role	Sales Engineer
Commitment	Full-time role
Salary	Competitive package dependent on experience, including Pension
Employer	Ionix Advanced Technologies Ltd. (www.ionix.at)
Reports to	CEO
Location	Ionix's development and manufacturing activities are based in Huddersfield, West Yorkshire. UK, easily accessible from Leeds, Manchester and Sheffield.

Summary:

Ionix Advanced Technologies specialises in high performance, extreme environment piezoelectric devices, systems and materials, offering a range of sensors, actuators and transducer devices based on its novel piezoelectric materials, with applications in areas such as non-destructive testing/evaluation (NDT/E) condition monitoring and flow measurement in demanding environments.

Piezoelectric materials are used in a vast and rapidly expanding range of actuators and sensors. They are the irreplaceable heart of systems such as medical ultrasound imaging, non-destructive testing (NDT), energy harvesting and SONAR comprising a \$15bn annual market. Ionix has developed novel range of high temperature piezoelectric materials, which can operate in extreme environments in excess of 500 °C and with which opens the opportunity to a whole host of new high temperature sensing technologies.

Purpose:

Ionix is currently looking for a technically minded sales engineer to support and develop the sales of Ionix products through technical support and business development activity.

Applicants must have the right to live and work in the UK.

To apply for this role, please send your CV and covering letter to careers@ionix.at with the reference "SE112020"



Responsibilities:

- To promote Ionix ultrasonic inspection and monitoring products to specified clients in the asset integrity sector covering end-users and service providers in the oil and gas, energy and nuclear and process industries, supporting new business development and sales opportunities.
- To promote, support and sell Ionix's increasing Ionix ultrasonic product line, including NDT/inspection probes and automated monitoring systems to target market segments
- To provide technical advice on products and system solutions to clients as part of the sales and bid preparation process, supporting and working with commercial and technical colleagues
- Work with delivery teams to support the deployment of Ionix monitoring systems to client sites and integration into client host systems.
- Review and analyse incoming data and report and present outputs to clients.
- To undertake trials, demonstrations and support training in the use of Ionix products remotely and in the field and present feedback to technical and commercial colleagues.
- To support the technical marketing activity including giving presentations, writing technical reviews, papers, brochures, bulletins and emailers, attending trade shows and conferences working with commercial colleagues
- To support the New Product Evaluation and Introduction process by collecting and presenting customer technology requests and requirements.

The Candidate:

Essential skills and personal attributes:

- Technical qualification – science, engineering (required)
- Experience of technical and commercial aspects of NDT/ultrasonic technology and industry – equivalent to PCN or ASNT UT Level 2 or above
- Knowledge and experience of sensors, instrumentation and plant integration (preferred)
- Exposure to sectors including oil and gas, refining, energy and nuclear
- Strong communication skills to articulate the technical advantages and performance benefits of Ionix's products
- Entrepreneurial and resourceful, able to manage own time and meet deadlines within a small team, working in a dynamic SME environment.
- Results orientated
- Available for overseas travel to client visits, trials, conferences and tradeshow.

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