



Technical Sales Engineer

Job Description

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

Summary:

Ionix Advanced Technologies specializes 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 Technical Sales Engineer who will be a key contributor to the Sales team, responsible for developing sales in existing and new markets of our ultrasonic sensor product range. You will understand technically the products you work with, and be able to understand their integration in to your customers solution bringing out the benefits. You will work closely with the Sales and Engineering team to develop new solutions and new markets, and adding the voice of the customer to product development for products that will see service in Aerospace, Automotive, Nuclear, Manufacturing, Plant, Process Control and Oil & Gas sectors.

Able to demonstrate relevant industrial experience with technical knowledge of sensor products, you should have an enthusiasm for problem-solving, be able to demonstrate adaptability with a flexible approach to the varied tasks of the role, and with effective communication and interpersonal skills. The role will require a willingness and ability to travel globally. Product training will be provided.

Applicants must have the right to live and work permanently in the UK, for example they are a UK citizen.

To apply for this role, please send your CV and covering letter to careers@ionix.at with the reference "TSE072024"



Responsibilities:

- Execute and contribute to, the Sales and Marketing strategy, searching for new clients who might benefit from our Products and Services in a designated region.
- Develop long-term relationships with clients through account management and interpretation of their requirements and ensure CRM is updated accordingly.
- Demonstrate the benefits and value of our Products and Services that best meets their needs
- Negotiate tenders, contracts and terms to meet both client and company needs
- Track enquiries, sales leads and opportunities, calculate client quotations and convert to purchase orders.
- Provide pre-sales support and provide technical assistance and product education when required.
- Arrange and conduct product training as required.
- Meet quarterly sales targets and prepare monthly reports of progress.
- Support marketing activities, including administration of accounts, attending trade shows and conferences and other events as required.
- Make and deliver technical presentations and practical demonstrations to clients
- Work with the other members of the Sales team and Technical experts to deliver the collective goals of the business.

The Candidate

Essential skills and personal attributes:

- A degree in Science or Engineering, or at least 3 years' experience in customer facing technical sales, product development, or technical support roles.
- A solid technical background and knowledge of industrial sensor technologies and solutions.
- Good communication skills to articulate aspects of product solution ideas and concepts to other engineering disciplines, and a wider non-technical audience.
- An ability to establish and build professional relationships quickly and effectively
- Resilience and tenacity, with a hands-on approach to problem solving.
- Entrepreneurial, innovative, and resourceful – able to generate new ideas, with a can-do attitude.
- Comfortable helping with any tasks and learning new skills in other areas, including in sales and business.
- Organised with demonstratable time-keeping skills with the ability to work in a small team.
- Must be able to travel globally, and hold a full UK driving license.

Desirable skills and attributes (but not essential)

- Foreign language skills would be advantageous.
- Sales skills would be beneficial.
- Experience working with electronic sensors and systems, e.g., ultrasonics, optical or magnetic.
- Experience or knowledge of equipment design for extreme environments.
- Experience or knowledge of non-destructive testing techniques, particularly ultrasonic testing.
- Experience of working under a quality management system, including documentation control, change and configuration management, in particular experience working within an ISO 9001 environment.
- Project management skills and experience of successful project delivery.