



We are seeking a dynamic and highly motivated

Applications/Sales Support Engineer

Irvine CA, Hudson MA, Plymouth MI

For over 50 years, Polytec has been providing laser-based non-contact measurement solutions to the world's most dynamic companies. We are a global company based out of Germany with subsidiaries worldwide. Polytec has built an exciting company culture through strong teamwork, transparency, customer satisfaction and mutual respect. We thoroughly believe that every member of our team can make a difference. If you would like to be a part of this exciting environment email us at hr@polytec.com

Do you have an Engineering or Technical degree? Do you have a passion for industrial process measurement and control technologies? Would you enjoy working with the leading manufacturing companies in Steel, Aluminum, Building Materials, Converting and other industries to resolve measurement challenges?

Join the Polytec Applications & Sales team and become part of a worldwide market leader in the field of Laser Surface Velocimeter (LSV) solutions for industrial manufacturing. We focus on solutions and expect our team members to truly understand the customer's measurement needs and to work in a collaborative method to ensure success for all.

As a member of the LSV Applications & Sales Team you will be the pre- and post-sales interface to our wide range of LSV customers.

Responsibilities include but are not limited to:

- Providing Application, Installation and Technical support
- Providing technical & sales support to new potential customers, including understanding customer technical requirements, purchasing/funding requirements, product demonstrations and more
- Pre-Sales activities would include assisting with incoming lead follow-up, existing project follow-up, performing demonstrations, understanding both technical and sales aspects of the project to help move it forward
- Post-Sales activities include customer technical support by phone and email, onsite installation support and activities to promote success for the customer and Polytec
- Along with the Applications support, you will be involved directly in the Sales Process and trained to work both as an Application Engineer and as a Sales Engineer

Requirements:

- Social empathy, self-initiative, think on your feet, love working with people
- Strong interpersonal skills, positive work ethic
- Must be comfortable working in heavy industrial production environments such as Steel and Aluminum, to light duty manufacturing like Li-Battery production, converting and wire/cable industries
- Ability to work with people from all backgrounds and all positions from floor operators to high level managers
- Prior applications or sales experience with measurement and controls equipment is preferred, but not required
- Ability to travel to customers throughout North America and to HQ in Germany
- Related technical degree is beneficial