



Sales & Applications Engineer - US

Job Classification: Exempt

Status: Regular Full-time

GENERAL DESCRIPTION

OMICRON Lab is part of the OMICRON electronics group, focusing on low-frequency vector network analysis. Our vector network analyzer Bode 100 is an important tool used in electronic engineering and research in more than 60 countries worldwide. To support our growing business in North America, we are looking for a Sales & Application Engineer to be based in Houston TX.

ESSENTIAL JOB FUNCTIONS:


- Represent and promote the OMICRON Lab brand & products in North America
- Manage customer leads and opportunities for North America
- Provide technical support to customers in the Americas (NA & LA)
- Manage the OMICRON Lab demo-pool for the US & Canada
- Become technically proficient in OMICRON Lab products and solutions
- Develop, maintain, and foster customer relationships
- Coordinate customer visits and activities, make presentations, demonstrate products, technologies, and test methodologies, and provide post-sale customer support
- Participate in business development, market evaluation, and sale forecasting
- Record and maintain all customer meetings, leads, opportunities, activities per the OMICRON Sales process incorporate CRM (customer relationship management) system
- Communicate routinely with the OMICRON Lab team, share customer and market data, and report status at team meetings
- Coordinate promotional activities, and participation at conferences, user meetings, seminars, and local exhibits
- Provide ad-hoc commercial support by modifying or updating quotes and clarifying delivery requests
- Perform other tasks as assigned by the OMICRON Lab team

WORK EXPERIENCE REQUIREMENTS:

- Minimum 2 years of experience in electronic engineering or test & measurement business
- At least 1 year of sales experience in selling testing equipment, instrumentation.
- Participation in international, national, regional, and local conferences, exhibits, or seminars.

KNOWLEDGE, SKILLS, AND ABILITIES

- Technical knowledge of electronic and power electronic systems
- Electronic test & measurement background is recommended
- Ability to present products, technologies, and test methodologies to technicians, engineers, supervisors, managers, and executives via telephone, email, visits, exhibits, or webinars
- Reputable business and work ethics and personal character

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- Goal and team-oriented – willingness to work collectively with others to achieve corporate, regional, and personal goals
 - Solid working knowledge of MS Office – especially Outlook, Excel & PowerPoint
 - Excellent written, speech, presentation, and negotiating skills required
 - Able to travel domestically (up to 25%); international travel may be required
 - Spanish as a second language is a plus

This is not an exhaustive list of all duties and responsibilities. OMICRON reserves the right to amend and change responsibilities to meet business and organizational needs as necessary.

EDUCATION REQUIREMENTS

- Bachelor's degree in Electronics or Electrical Engineering; or certification of completion of an electronic or electrical technical education, comparable work, or military experience is required.

WORKING CONDITIONS

- Physical Demands: In general, the following physical demands are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to allow differently abled individuals to perform the essential functions of the job.
- Must be able to see, hear, speak and write clearly in order to communicate with customers; manual dexterity required for occasional reaching and lifting of large objects more than 50 pounds; and operating office equipment; Frequent sitting, occasional bending and kneeling.
- Work Environment: In general, the following conditions of the work environment are representative of those that an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to allow differently abled individuals to perform the essential functions of the job within the environment.
- Specific vision abilities required include close vision, distance vision, color perception, depth perceptions, and the ability to adjust focus.
- Job will generally be performed in an office environment, but may require travel to visit a Client's office, production facility or industrial/construction job site. Conditions will vary at each location.

OMICRON provides equal employment opportunities to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, nationality or origin, age or disability.

Should you be interested in applying for this role, please go to www.omicron.jobs