



## Sales Engineer – North America

### **Qualifications and Requirements**

A full-time sales position based – Macungie, PA

Legally eligible to work and reside in the USA

A scientific degree, with a background in cryogenics

Excellent interpersonal skills and capabilities

Willing to travel – 35%, with flexibility

Additional (not required) -

Research experience in x-ray diffraction, neutron scattering and accelerator physics

2 yr. experience with a manufacturing company

MS/Ph.D. in material research, or +5 yrs. experience selling cryogenic equipment

### **Career Description**

This position is responsible for creating and maintaining customer relationships and building a strong sales network in North America. The main focus will be to support and train the representative channel, proactively grow our customer base, and improve the level of service and support.

### **Essential Duties and Responsibilities**

Strongly communicate ARS product strengths, features and competitive advantages in the market

Highlight value and maintain healthy margins using negotiation abilities

Respond timely and accurately to quotes and other customer related requests

Prepare and deliver proposals to close sales

Maintain all customer communications with accurate and detailed notes in our CRM

Provide technical support, gather customer requirements, and manage time and resources efficiently

Teach brand value and unique application-based capabilities

Tailor cost-effective solutions that position the end-user for success

Work with customers in regards to specification issues/cost drivers/etc.

Place a premium on customer support and advocating for the end-user

Develop weekly sales analysis and evaluations of customer demands

Work strategically to exceed forecast and targeted sales goals

Directly manage all aspects of the sales process for your territory

Work with internal and external personnel with expediting customer requests

Support the needs of existing customers and proactively develop new revenue streams

Encourage frequent pre-sale consulting between ARS' technical staff and the end-user

Travel within territory to build customer rapport, train representatives, and provide support

Participate in conferences, events and deliver special ARS seminars

Contribute to ARS' knowledge base and outbound marketing efforts



### **Attributes of Ideal Candidate**

Energetic, determined and maintains a high activity level for growth and brand-awareness  
Enthusiastic about science and experimental research in materials and physics  
Outgoing personality, comfortable with approaching new people  
Disciplined, structured, self-driven and process-oriented to independently maintain sales metrics  
Willing to develop new skills and business etiquette to improve professionally  
Eager to learn about new applications, trends in the field, and effectively communicate this back into the organization  
Team-oriented, and works well in a small group with a unified common goal

Benefits include paid vacation, medical, dental, life insurance, 401K, and other bonuses.  
Salary is commensurate with experience + commissions.

ARS is an Equal Opportunity Employer. M/F/D/V

### **Please submit your résumé and cover letter to:**

Dr. Michael Holmes  
Vice President of Sales  
[careers@arscryo.com](mailto:careers@arscryo.com)