

## TECHNICAL SALES ENGINEER

As a Technical Sales Engineer at SubC Imaging, you will be part of a technically diverse team, creating the most advanced and capable video systems for applications such as deep sea mining, film oceanography, offshore energy, archaeology and marine research.

This position includes significant interaction with current and potential clients. The ideal candidate will have strong communication skills and be comfortable with interacting with clients on a daily basis. As part of the SubC sales team, you will be responsible for translating and explaining complex technical information to customers and clients, focusing on revealing how a product or piece of equipment can solve specific problems.

**Hourly wage:** \$19-25

### **Responsibilities:**

- Selling and consulting on technologically and scientifically advanced products
- Preparing tenders, proposals and quotations for clients
- Communicating to product manager any new features requested by clients
- Liaising with clients and responding to inquiries in a timely fashion
- Creation of block diagrams/graphics for current SubC or custom client solutions
- Short-term tracking of product sales and lead time information
- Updating SubC's CRM Sales Force as required
- Researching to determine potential sales leads; contacting sales leads on a weekly basis; Identifying and establishing new business; and following up on opportunities at predetermined intervals
- Providing product education and advice, and pre-sales and post-sales support to customers
- Attending trade exhibitions, conferences and meetings as required
- Reviewing cost and sales performance
- Accessing tender and bid sites for relevant opportunities



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### **Skills:**

- Self motivated
- Strong technical skills
- Sales experience
- Problem-solving skills
- Organisational skills
- Excellent communication and interpersonal skills
- Analytical skills
- Ability to work as part of a team