

Technical Sales and Business Development

Company:

H2scan is located in Valencia, CA and manufactures and sells state-of-the-art hydrogen leak detection, process control and measurement equipment.

Overview:

- Reporting to the VP of Sales the Technical Sales and Business Development person will specialize in the sales and business development of technologically advanced hydrogen analysis and leak detection products.
- This position's duties require strong knowledge of the H2scan technical and scientific products, including the functions and components that enable the products to function.
- This person shall use their technical knowledge with sales skills to market, promote and sell H2scan hydrogen analysis products by demonstrating how the products work, along with the benefits for potential customers.
- This person will be a key point of contact for OEM's, distributors and customers at all levels and provide both pre-sales and after-sales advice and will work regularly with other members of the company including the sales team and colleagues from a range of departments, such as research, development, design, purchasing, production and quality, as well as senior company managers.
- This position requires regular travel to demonstrate products and educate distributors and potential customers about the functions and benefits of the products. Due to the technical nature of the product line, face-to-face meetings are common within this position.
- Customers are typically technical staff from different industry organizations including the Energy industry. Contact needs to be made at all levels within the customer organization.
- This person will be a key point person for the VP of Sales and should be prepared to take on other specific duties that will be assigned by the VP of Sales.
- This person would do business development, market sector and application analysis, development and implementation along with product marketing and providing internal sales support.

Responsibilities:

- Fully learn and understand all technical aspects and details of the product line.
- Introduce, demonstrate, and promote all current and new products to customers.
- Prepare precise technical presentations to demonstrate how a product meets customer needs.
- Provide detailed technical demonstration of product benefits and characteristics.
- Develop and maintain strong long-term relationships with customers by understanding and meeting their needs.
- Complete all needed market sector and application analysis, product marketing, and implementation.
- Use technical knowledge and sales ability to work with customers to convince them that the products best satisfy their needs in terms of benefits, quality, price, support, and delivery.
- Properly attend to all customer accounts and provide all needed quotations in a timely manner.
- Properly negotiate tender and contract terms and conditions to a mutually satisfactory conclusion.

- Provide pre-sales technical assistance and product education, and after-sales support services.
- Properly analyze costs and sales as requested and needed.
- Search for new customers who might benefit from company products or services.
- Maximize market penetration and client potential in designated regions.
- Evaluate competitive situations and recommend appropriate tactics.
- Prepare required reports and submit as requested.
- Meet regular sales targets and coordinate sales projects.
- Suggest, coordinate, and support marketing activities which will include attending trade shows, conferences, and other marketing events.
- Work with other members of the organization including the sales team and other technical experts.
- Provide feedback to assist in the design of custom-made products.
- Provide training and produce support material for other members of the sales team, customers, and distributors as needed.

Qualifications, Skills, and Requirements:

- The position requires a technical or business bachelor's degree, and previous related technical sales experience or training.
- Preference given for a post-secondary degree in engineering, science, chemistry, business, or an area of expertise related to a sensor product line.
- Must possess strong communication skills to communicate with customers effectively.
- Preference given for previous experience in technical process sales in sensor related field.
- Successful track record in technical product sales.
- Exceptional presentation abilities.
- Strong technical, sales, and organization skills.
- Works well in team environment while being self-motivated to succeed.
- Willing to travel domestically and internationally.
- Strong computer skills including CRM and MS Office (Word, Excel, PowerPoint, Project).

Compensation:

H2scan offers a competitive compensation package that includes a base salary and benefits DOE.

Contact:

Please e-mail your cover letter and resume to mnofal@h2scan.com.