District Sales Engineer Western US

Tecnotion motors move the machines that make chips, build robots and measure parts down to the micron. Plenty of engineers on the West Coast could use them and have never heard of us. As our District Sales Engineer for the Western US, you change that: you find the OEMs, talk to their engineers and turn a motion problem into a purchase order.

This is a new-business role. There is no book of accounts waiting for you. You build the territory yourself, with our engineering and application teams behind you.

For our business in the United States, we are looking for a motivated and technically competent individual who is looking to grow his sales career and thrives in a challenging and competitive environment.

Key responsibilities:

- Map your territory. Research OEMs in semiconductor equipment, robotics, industrial automation, machine tools, metrology and inspection, and find where direct drive fits.
- Open doors with design engineers, controls specialists, project managers, buyers and senior decision-makers. By phone, email and LinkedIn, at trade shows and on site.
- Dig into the application: force and torque, speed, acceleration, accuracy, repeatability, duty cycle, stroke, payload, thermal limits. Spot where a linear or torque motor beats a ball screw, belt, gearbox or a competitor's motor, sometimes before the customer sees it.
- Bring that data to our engineering and application teams and turn it into a motor solution, a proposal and, where needed, a demo, proof of concept or trial.
- Run each opportunity from first contact through qualification, quotation and negotiation to the purchase order. Keep the CRM, forecast and next steps current.
- Report what you see in the market: competitor activity, new applications, accounts worth a bigger push.

Skills and experience:

- At least 3 years in technical sales, applications engineering or business development with electromechanical products.
- Working knowledge of electric motors, motion control or automation.
- Proof that you can find and win new B2B business, not only look after existing accounts.
- A credible technical conversation with an engineer, and the ability to explain the same thing to a buyer or a manager.
- You plan your own week, follow up without being chased and take ownership of your numbers.
- Regular travel across the territory and to trade shows is fine with you.

Why this role matters:

Tecnotion has been building direct drive motors for almost 30 years. About 600 people work for us, at our headquarters in Almelo (the Netherlands) and at our production sites in Vietnam and China. Direct drive is a niche, and we have spent three decades getting good at it.

A large share of the semiconductor, robotics and precision equipment industry we serve is designed on the US West Coast. When an OEM designs our motor into a machine, that machine gets built for years. Every new account you open is a long-term customer in the making, and a reference for the next one.

Information

For more information, please contact Steve Nikolaus – Vice President Sales. Tel 0031 546 536 382 or steve.nikolaus@tecnotion.com.