

SALES ENGINEER

About this role

Are you passionate about solving complex technical issues? We are currently looking for a dynamic sales engineer to join our team at IQD. As a Sales Engineer, you will drive business growth by understanding our customer needs, providing technical solutions, and effectively communicating the value of our products and services. Your role will be pivotal in effectively communicating technical information to our customers helping to develop and maintain relationships to build trust.

You will bridge the gap between our customers, sales, and engineering teams so you will need to have specialised and up-to-date knowledge about various applications from different industries such as IoT, Communication, Transport, Medical, Aerospace etc.

You will be a strong communicator and have project management capabilities.

This is an exciting opportunity to contribute to our company's success and be part of a high-performing sales team in a competitive market.

If you're passionate about sales and innovation, we invite you to apply.

Duties

- Providing technical expertise and guidance to customers throughout the sales process maintaining a strong customer relationship
- Collaborating with our sales team to identify and qualify sales opportunities
- Actively participate in sales meetings and attend trade shows and industry events to promote our products and services
- Creating technical content, technical blog posts and presentations
- Staying up to date with industry trends, market dynamics and competitor offerings

Skills and Experience

- Technical knowledge of frequency control products and their applications
- Strong problem-solving skills and technical credibility
- Ability to engage and collaborate with all teams within the company – sales, engineering, marketing, and application support
- High standard of communication and writing skills. Being fluent in English, a second language would be an advantage
- Flexibility to travel both nationally and internationally on occasions for both internal and customer meetings, trade shows

Benefits

- Competitive salary.
- Bonus
- 35 hours per week – fully flexible
- Permanent contract.
- Hybrid working option following a successful probation period.

See the website for a full list of company benefits www.IQDfrequencyproducts.com/careers

About Us

IQD Frequency Products Ltd provides specialist electronic components for timing and frequency control applications and can trace its origins as far back as 1973. We are based in Crewkerne, Somerset, in the UK but have a network of long-standing global customers. IQD is a centre of excellence in frequency products for the Würth Elektronik (WE) eiSos group who supply electronic components to large electronics manufacturers across the world. WE eiSos group employs over 7,300 colleagues in 50 countries and IQD benefits from the global infrastructure and support. Yet, IQD is independently managed as a small business that thinks dynamically and is constantly responding in an agile way to market needs.

Find out more: <https://www.iqdfrequencyproducts.com/about/>

LinkedIn: <https://www.linkedin.com/company/iqd-frequency-products-ltd/>

How to Apply

To apply, please email your CV and a cover letter to: IQDHR@iqdfrequencyproducts.com