

## SALES & APPLICATIONS SPECIALIST

At Angstrom Engineering, we sell industry-leading thin film deposition systems that can be custom designed and are assembled on-site by a team of engineers and technologists who prioritize quality, service, and performance above all else.

We are a growing company looking to break into new markets and to increase our international presence. To assist us in meeting our goals we are offering a position for a Sales & Applications Specialist.

### SPECIFIC RESPONSIBILITIES:

#### Proposals and Budgeting

- Develop detailed proposals and define project scope and project cost
- Obtain and prepare detailed estimates for labor and material costs required for disciplines such as: product design, control system design, machine building and software development

#### Sales and Relationship Building

- Represent and promote Angstrom Engineering to our customers
- Measure and provide feedback on customer satisfaction
- Provide sales presentations to clients when required

#### Marketing

- Learn from our customers and share this information internally to help improve Angstrom's products and services

#### Technical Knowledge

- Become an expert on Angstrom's products and services
- Stay current on customer applications and industry developments
- Work with technical staff to meet customer specifications
- Support continuous improvement initiatives within Angstrom Engineering
- Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies
- As required will be assigned special projects in support of engineering, sales and marketing

### QUALIFICATIONS OVERVIEW:

- Driven to help grow our business
- Excellent communication skills
- A post-secondary diploma or degree in mechanical design, engineering or applied science is an asset
- Strong mechanical and electrical aptitude
- Sales and/or customer service experience will be considered a strong asset
- Ability to work and grow independently
- Ability to solve technical problems
- Thorough understanding of Microsoft Office applications
- Must be willing to travel internationally to support sales efforts

To apply, send a resume and cover letter to [careers@angstromengineering.com](mailto:careers@angstromengineering.com)