

Sales Engineer

Dynavac is seeking a high-performing Sales Engineer to meet revenue growth targets in our newly-formed Field Service Engineering (FSE) division. This Sales Engineer will be responsible for maximizing sales efforts by improving and expanding Dynavac's system support and upgrade services business.

Dynavac, located in Hingham MA (south of Boston), is an engineering and manufacturing company that builds custom high vacuum process capital equipment for a range of applications that include aerospace testing and thin film coatings. Work orders are project based, typically unique, and range in size and scope from < \$50,000 to \$10MM +.

Job responsibilities

- Build and promote strong, long-lasting customer relationships by partnering with system users to understand their technical requirements and operational needs
- Interact with customers via telephone and in person, some travel required
- Develop service revenue plan and present forecasts to the management team
- Develop and promote system maintenance contracts to existing and new Dynavac customers
- Receive and manage customer service/upgrade requests, quotations and schedules.
- Establish and maintain essential spare parts inventory.
- Willing to provide on-site technical services to customers, including system upgrades and repairs.
- Identify system issues in the field and provide appropriate solution by collaborating with the Dynavac engineering team.
- Document and maintain service reports.
- Develop preventative maintenance procedures and define spares lists.

Job Qualifications

- Bachelor's Degree in engineering, business or similar
- Knowledge of Vacuum Technology
- Five years of experience desirable
- Experience troubleshooting electronics and mechanical assemblies
- Possess strong interpersonal and business skills
- Familiar with Microsoft Windows OS and Office Suite: Excel, Word, Access, PowerPoint, and Solidworks
- Experience with PLC hardware/software
- Experience in equipment electrical wiring practices
- Experience in new system start up and customer training.
- Excellent communication skills, written and oral

The above statements are intended to describe the general nature and level of work that will be requested of an employee assigned to this role. It is not intended to be an exhaustive list of all responsibilities and duties required.

Vacuum Technology Associates, Inc. dba Dynavac is an Equal Employment Opportunity Employer. We offer a competitive salary and a wide range of benefits for eligible employees – health, dental and vision insurance; life and disability insurance; vacation, personal/sick time and paid holidays.

To apply, please visit our Career Center:

https://workforcenow.adp.com/jobs/apply/posting.html?client=dynavac&cclid=19000101_000001&type=JS&lang=en_US