POSITION TITLE: Sales Engineer

JOB LOCATION: Roseville, CA, USA

POSITION DESCRIPTION:
PASCO Scientific is a world leader in 21st Century technology solutions for science education. Our products are coveted by science teachers around the world for their quality and ease of use in the classroom. Located in Roseville, CA we have been serving science educators for over 50 years. Please join us to make a difference in science education.

Reporting to the Senior Director of International Sales, the successful candidate will be expected to work directly with the International and Domestic Regional Sales Managers in support of business development and sales activities. This position has broad and varied responsibilities in support of Domestic and International Sales including:

FUNCTIONS AND RESPONSIBILITIES:

- This position is focused on helping to drive revenue by providing technical expertise in a variety of situations to the PASCO sales staff and Global Sales Education Partners (GSEP’s).
- The key liaison between the sales staff and the engineering department. Provides the sales group with actionable information related to:
  - Product development
  - Product introductions
  - Product lifecycle
- Identifies, documents and works cross departmentally to implement sales enablement and support tools. This includes but is not limited to:
  - Web tools
  - Videos
  - Keynote and/or Power Point presentations
  - Develops and maintains the Sales Portal, including a digital asset manager, for both PASCO and GSEP staff.
- Has primary responsibility for identifying product training needs within the PASCO and GSEP’s sales staff. Develops and implements training programs to increase competency in selling PASCO products.
- Responsible for the preparation and execution of training programs for PASCO Selling Partners and end users around the world.
- Supports Sales and GSEP’s with the development of specifications, tenders and bid documents.
- Lead or assists with customer product trainings
- Will be called on to travel in all regions in support of the Regional Sales Managers and the Selling Partners
  - Exhibitions
  - Workshops
  - Regional sales meetings
MINIMUM QUALIFICATION:
In order to be qualified, you must meet the following requirements:
- Minimum BS in physics, engineering, chemistry or biology. Advanced degrees a plus.
- Demonstrated experience in a Solutions Engineering role
- Technical understanding of education technology, web technology, systems integration,
- Applied understanding of teaching, instructional design, or education administration.
- Excellent written and verbal communication skills
- Self-motivated, self-reliant, collaborative, and communicative
- Minimum 8 years work experience
- Minimum 4 years International work experience
- Willing to travel up to 35%+

DESIRED QUALIFICATION:
- Teaching Experience
- Language skills
- Database and web development experience
- Video development and editing experience
- Public speaking experience

DESIRED MAJORS:  BS in Physics, Engineering, Chemistry or Biology

HOW TO APPLY:  Follow this link to apply  Sales Engineer