Headquartered in Asslar, Germany, Pfeiffer Vacuum is one of the world’s leading providers of vacuum solutions. In addition to a full range of hybrid and magnetically levitated turbo pumps, the product portfolio comprises backing pumps, measurement and analysis devices, components as well as vacuum chambers and systems. Founded in 1890, Pfeiffer Vacuum is active throughout the world today. The company employs a workforce of some 2,900 people and has more than 20 subsidiaries.

Pfeiffer Vacuum, Inc. – USA: We are looking for a

Sales Engineer – San Jose, CA

SUMMARY
The technical sales engineer will be integral part of the Western regional sales team. This person will support the regional sales & marketing activities and projects related to new customer adoption, new business development, product initiatives, and other marketing campaigns. Other daily sales operational tasks will be assigned to support the regional customer activities. Customer face time is required for this position with travel, including overnight stays, expected to be >30%.

ESSENTIAL DUTIES AND RESPONSIBILITIES
To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Exercise of judgment, discretion, and tact in all business matters and business relationships is required. Strong interpersonal skills and the ability to maintain clear and cooperative working relationships with co-workers and demonstrate regular attendance and punctuality are essential. The organization’s leadership promotes collaborative problem solving in both formal and informal work teams. Participation in and contribution to teamwork within the organization is required. Advises management on intelligence gained from the field concerning new product initiatives and development. Necessary interpersonal skills include being a self-starter, motivated, creative, flexible, self-confident, deadline oriented and being able to multi-task.

Supervisory Responsibilities
None

Duties
1. Supports the regional sales engineers to establish a management defined customer network and schedule of sales calls either to customer locations, or via email or phone. Follows up on leads and creates quotations.
2. Reviews customer requirements and presents company products that will fill those needs.
3. Coordinates new product introductions. Arranges for product demonstrations, training events, and other activities that promote an understanding of company products for customers.
4. Uses CRM and Outlook as a tool to manage sales activities, opportunities and pipeline. Submit sales reports regularly as defined by management.
5. Supports management on sales forecasting within the region.
6. Communicates with other departments and customers to ensure satisfactory customer support.
7. Meets established sales & marketing project goals defined by management.
9. Supports regional marketing campaigns.
10. Attends sales trainings, sales meetings, and trade shows as required.

**Physical Demands**
The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Tasks require walking, sitting, bending, reaching, mobility, and frequent lifting. Work requires computer skills (word processing, power-point, spreadsheet, and data-entry), attention to detail and accuracy. Communication skills including listening and speaking are required for interaction with other employees, vendors, and customers. Strong interpersonal skills, the ability to balance multiple tasks and any stress associated with the duties and responsibilities of this position are essential requirements in the performance of this job.

The person in this job must be able to travel by air and drive to customer locations. Accordingly, a valid driver’s license and driving record that is satisfactory to the Company must be demonstrated at hire and periodically thereafter.

**POSITION REQUIREMENTS**

**Qualifications**
A technical background with strong organizational, planning, and creative problem solving skills.

**Education and/or Experience**
Requires B.S./B.A. degree in any STEM disciplines. High curiosity in technologies and their applications. Enjoys working with others and communicates well. This is considered an entry level position, 1 – 2 years of technical sales experience is a plus, but not required. The individual must be highly interested in various technologies and their applications, highly motivated, eager to learn and wanting to succeed, hardworking, a good communicator, a team player, and interested in pursuing a customer facing career with the potentials of growing in the areas of application engineering and sales & marketing. Necessary interpersonal skills include being a self-starter, motivated, creative, flexible, self-confident, deadline oriented and being able to multi-task.

**Language Skills**
The ability to communicate in English, both verbally and in writing is essential. Reports, email correspondence, schedules, presentations are all typical requirements of this position and must be effectively and professionally communicated. This position also serves as a key liaison between the customer and the Company and must articulate critical needs, issues, situations, and plans to keep customer satisfaction high.
Mathematical Skills
Good math skills required.

Reasoning Ability
Must be able to multi task and operate in a fast paced environment while maintaining a disciplined approach to oversee major customers’ needs. The ability to understand the customers’ requirements and plan the support strategy is essential. Must be able to solve both practical and complex problems and deal with a variety of factors in situations.

Certificates, Licenses, Registrations
Both a valid drivers license and satisfactory driving record are required at the time of hire and periodically thereafter.

TOOLS AND/OR EQUIPMENT
This position uses a computer extensively with demonstrated abilities in the use of Microsoft products as well as other types of software and office equipment.

WORK ENVIRONMENT
This position will work in various environments including office and factory settings.

Pfeiffer Vacuum is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, religion, color, national origin, gender, gender identity, sexual orientation, age, status as a protected veteran, among other things, or status as a qualified individual with a disability.

If you are an individual with disabilities who needs accommodation or you are having difficulty using our website to apply for employment, please contact Jill Guilmain at 603-578-6519.

Follow us on LinkedIn: https://goo.gl/2kpDMa

We look forward to receiving your application! To apply for this position, click here. Current PV-US employees, click here.

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