



Technical Sales Engineer

Location: Boston, MA or San Jose, CA

Do you really enjoy selling? Enjoy the thrill of the chase? Have an interest in audio / consumer electronics? Are you excited by the prospect of uncapped commission and the opportunity to visit the world's top consumer electronics companies?

We are looking for someone enthusiastic, outgoing and able to sniff out a good lead. Someone who will pick up the phone and call a company until they find the right person to talk to, then persist until they get to meet with them. Someone who can then follow up with a competent technical presentation, overcome objections and close the deal. Our customer list include most of the world's large consumer electronics companies, and as the movers and players in this market change, we need you to keep up with them – identifying the new players and getting in at the right time.

You believe in maximizing use of technology (CRM, marketing automation, etc.) so that your time is used doing what you do best – interacting with customers. You will interface well with other sales people, application engineers, tech support, marketing and company management to pull in whatever resources are needed to get the job done. You are excited about global business opportunities and working with our international sales manager and our team of distributors around the world to maximize global sales. You are a team player and will always be willing to help out your colleagues – as they will you!

An interest in audio/consumer electronics / acoustics is a strong advantage, as is experience selling to large companies in these areas, and dealing with all participants in the purchasing cycle from engineers to C-level execs and purchasing teams. However, full training will be given to someone with the right attitude and skill-set for the job.

We have a product with strong brand recognition, an established customer base of fortune 500 consumer electronics companies and an up-to-date and organized sales department with tools in place to ensure a steady stream of leads as well as to track customers and opportunities. Our competitive compensation package includes base salary plus uncapped commission, and a complete benefits package including vacation, healthcare, generous 401k, and more.

Skills and Education

Required

- Bachelor's degree (engineering / scientific subject a plus), or equivalent experience
- Minimum 2+ years in a sales role with a proven track record of sales growth within your territory
- Excellent written and verbal communications skills
- Strong organizational and follow-up skills – consistent and reliable use of the company's CRM is expected
- The ability to work well in a small team and to interface well with different cultures in order to maximize sales on a global basis
- An energetic, outgoing, and goal-oriented personality

Advantageous

- Previous experience, or an interest in acoustics or sound and vibration engineering is an advantage
- Experience with Salesforce or other CRM system



- Proficiency in a second language

Note: This position requires some (up to 30%) travel, including multi-day trips (usually 5 days). A driver's license and clean driving record is a requirement for this position. Although mostly within the United States, occasional international travel is required.

Please send resume and cover letter to salesjobs@listeninc.com with the subject title 'Sales Engineer'.

About Listen

Listen is a world leader in audio test and measurement systems. We have been in business since 1995, and offer the spirit and flexibility of a small company, combined with the stability of an established company with a 20 year track record of steady growth. In addition to a competitive salary, the company offers an externally managed benefits package which includes healthcare, 401k, paid vacation, and more. Listen's culture offers refreshing flexibility, internal mobility, and open accessibility to leadership.

SoundCheck, our flagship product, is a powerful large scale LabVIEW-based electroacoustic test software solution. It is used for R&D and production line testing of loudspeakers, microphones, hearing aids, telephones, headphones, headsets, MP3 players, and other audio electronics. The product has 20 year track record of innovation, and is the accepted standard in many blue-chip and Fortune 500 companies worldwide.

Listen, Inc. is an equal-opportunity employer.