



Technical Sales Engineer/Manager (International)

Location: Boston, MA or San Jose, CA

Wanted: Dynamic, enthusiastic and organized international sales engineer/manager with experience recruiting and managing international distributors to develop and expand our international business. In this position you will use a combination of technical, management and negotiating skills to:

- Manage Listen's distributor network to maximize worldwide sales. You will be their first point of call for training, assistance with technically challenging demonstrations, price negotiations, and other day-to-day issues. It is your responsibility to ensure that their sales grow year on year, and to own the complete lead cycle for all international business, from the incoming lead, through working with the distributor for follow up and quotation to closing the deal.
- Work closely with our US sales, marketing and support team to ensure that international accounts and OEM/Vendor combinations are well managed and supported throughout the entire process, from initial inquiry through installation and ongoing support.
- Find, evaluate, recruit and train new distributors in territories where we do not currently have representation, and nurture them to outstanding performance.
- Sell directly in countries where we do not have representation. This will require you to follow up leads generated by our marketing activity, generate interest in our product by calling customers from our database, visit customers and present technical demonstrations, prepare and follow up on quotations and close sales orders. After the sale, you will ensure that the customer has continued access to all the support that they need, and build a long term relationship that can lead to future business.

Our customers are engineers. They expect any salesperson visiting them to be technically knowledgeable, understand their test set-up and help them solve their measurement challenges, so you will be required to develop a thorough knowledge of audio measurement and of Listen's and 3rd party products. At the same time, the purchasing decisions are often made by C-level executives, so in addition to understanding the technical side, you need to also be confident in presenting business proposals and pricing to senior management. You should be comfortable interfacing with customers and reps from a wide range of countries, nationalities and cultures.

This is a perfect job for someone with an engineering background who enjoys the fast pace and challenges of a sales environment, and is hungry for success. Ideally you will have prior experience in an international role, and selling test/measurement equipment or selling to Fortune 500 consumer electronics companies.

Skills and Education

Required

- Bachelor's degree (engineering / scientific subject preferred), or equivalent experience
- Proven track record in international sales and distributor management (minimum 2 years at management level)
- Ability to form successful business relationships with people of all nationalities and cultures
- Excellent and clear written and verbal communications skills
- Strong organizational and follow-up skills – consistent and reliable use of the company's CRM is expected
- An energetic, outgoing, and goal-oriented personality
- Team player – you will work closely with others in the sales, marketing and support team to meet common goals



Advantageous

- Additional language abilities (particularly Chinese)
- Experience, or an interest in acoustics, sound and vibration engineering or test and measurement equipment
- Experience selling to Fortune 500 consumer electronics companies
- Familiarity with Salesforce or other CRM system

Note: This position requires some (up to 40%) travel, including multi-day (5-10 day) trips with occasional weekends away. A driver's license, clean driving record and the ability to travel unrestricted to most countries worldwide is a requirement for this position.

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

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.