

Amphenol TCS

A Division of Amphenol Corporation

Amphenol TCS

200 Innovative Way, Suite 201
Nashua, New Hampshire 03062, USA
603.879.3000

Amphenol TCS

Sales Engineer....Milpitas, CA

Sell and promote all Amphenol TCS products within an assigned territory through a large original equipment manufacturer (OEM customer). To broaden customer interaction and increase penetration at existing groups within this key global account.

DUTIES AND RESPONSIBILITIES:

Sells and promotes Amphenol TCS products by interacting with established customers and developing new prospects. Works to meet or exceed established sales quota.

Develops and implements a sales plan for an assigned territory.

Calls on potential groups to broaden customer base.

Calls on existing business units to increase penetration. Works in a global account environment..

Identifies new product opportunities.

Sells "new" Amphenol TCS Products - product released within last 12 months.

Properly maintains all company equipment such as company car, computer, sample kits, etc.

Supports global sales.

Assists customers by supplying information related to samples, delivery dates, part drawings and specifications, quality issues, credit issues, etc.

Keeps informed of new products and other general information of interest to customers.

Performs other related duties as assigned by management.

Job Requirements:

EDUCATION

Required:

Bachelor's degree or equivalent

Preferred:

Bachelor's in a technical field (BSME, BSEE, Industrial Technology, etc).

WORK RELATED EXPERIENCE:

Required:

2 plus years of field sales experience or related experience (inside sales, customer service, etc. in passive electro mechanical components).

Preferred:

Knowledge of connector industry. Knowledge of customer base. Knowledge of Key global accounts in the Silicon Valley Region.

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SKILLS:

Required:

Interpersonal skills to effectively work with co-workers and external contacts as well as to respond positively to a variety of situations. Strong organization skills to anticipate, plan, organize and self-monitor workload. Ability to assess and drive new opportunities in a global account environment. Basic PC skills. Working knowledge of spreadsheet and word processing software.

Preferred:

Sales skills to successfully negotiate and close a sales call.

OTHER:

Self-starter. The nature of a sales position does not allow for direct supervision on a day-to-day basis. The candidate/incumbent must be proactive.

Interested and qualified candidates should contact Doug Scott at douglas.a.scott@amphenol-tcs.com