



**Job Title:** Technical Sales

**Job Type:** Full-Time

**Compensation:** Negotiable

**Location:** Novi, MI

**Travel Required?:** Yes, Valid Passport required

**Degree Requirement:** Bachelor's degree in engineering or a related science field

**Language Requirements:** English

**Shift:** Monday through Friday, 40 Hours Per Week

**Commencement date:** As agreed

**Full Job Description:**

Pulstec USA is seeking a full-time Technical Sales to provide sample measurements, online demonstrations, repairs, and tailored consultations to manufacturers, scientists, project managers, and engineers. This job is based in our Novi, MI, office, but requires up to 50% travel throughout the United States, Canada, and South American countries.

The candidate will be responsible for selling and providing technical support for Pulstec's entire product suite, including the  $\mu$ -X360J residual stress analyzer, s-Laue and m-Laue crystal orientation systems, Hardness EYE, and the muraR surface hardness variation scanner.

**Job Responsibilities:**

- Providing technical sales support, including product demonstrations and sample measurements.
- Evaluating lead quality.
- Providing ongoing technical support to existing clients as needed.
- Analyzing a customer's application requirements to determine which product and optional accessories are appropriate.
- Performing live demos and workshops on-site at universities, industrial facilities, and other requested locations.
- Managing projects, from initial consultation to final purchase.
- Performing market research as needed.
- Equipment repairs on-site or in office.
- Supporting internal R&D for product development.

## **Desired Skills & Qualifications:**

- Must be willing and able to travel.
- Verifiable prior relevant sales experience required.
- Verifiable prior experience with testing equipment required (experience with X-ray diffraction equipment is preferred).
- Verifiable prior experience collaborating and communicating with clients from industrial and research backgrounds is required.
- Strong project management skills.
- Excellent communication (English is required, Japanese is added benefit).
- A valid Driver's license and good driving record.
- Ability to work independently and with a team.
- Experience with presentation, spreadsheet and word processing software such as Microsoft PowerPoint, Excel and Word.
- Exceptional problem-solving skills.
- Professional certifications are not required, but will be considered.

## **Benefits:**

- Health insurance
- Dental insurance
- Simple IRA retirement accounts
- Paid time off
- Paid sick time

## **\*\*Probation Period\*\***

You will be placed on a 90 Day Probationary Period starting from your first day of work. During this Period, your performance and compatibility with other employees will be evaluated.

## **\*\*Equal Employment Opportunity Statement\*\***

Pulstec USA, Inc. is an Equal Opportunity Employer. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.

## **\*\*ADA Accommodation Statement\*\***

Applicants with disabilities may request reasonable accommodations during the application process by contacting [toshi@pulstec.net](mailto:toshi@pulstec.net).

## **\*\*Application Instructions\*\***

Please deliver your resume and cover letter with your compensation requirement to Toshi Suzuki at [toshi@pulstec.net](mailto:toshi@pulstec.net) or from careers page in our website. Please do not call. Should we have any interest, we will contact you directly. Proof of prior employment is required and recommendations will be highly appreciated should we schedule an interview. If you are responding as an employment agency, please disclose that fact in your submission.