

## **Technical Sales Engineer – Brazil**

**An amazing opportunity for a professional who has sound composites knowledge and experience with the desire to develop and grow into a combined Technical/Sales role with an emphasis on business growth.**

**Responsibilities:** The Technical Sales Engineer is responsible for both Product Technical Services and Account Management at customers.

**Education:** University degree in technical / scientific domain.

**Experience:** 5+ Years in Composites Industry

**Perimeter/Scope:** Latin America

**Language Skills Required:** Portuguese, English required. Spanish preferred.

**Location:** Brazil (Home Office Based)

**Travel:** Frequent, approximately 50%, to customers, suppliers, and trade shows.

### **Technical Service Key Responsibilities:**

- Technical service professionals diagnose and resolve technical problems faced by customers.
- Provide technical training to customers and distributors in the selection and use of Aerovac products.
- Plan and execute product qualifications to customer specifications, including third party laboratory testing and technical report preparation.
- Support product development projects at customers, in coordination with a network of internal and external specialists, including R&I.
- Provide Marketing with customer/market information on technical needs and trends.

### **Account Manager Key Responsibilities:**

- Responsible for developing strong relationships with their clients.
- Tasked with growing revenue and expanding business opportunities within their existing client base.
- Timely response to customer request for quotation on new business opportunities.
- Carrying out cost composition, with taxation and logistics information.
- Maintain forecast for customers to ensure supply chain alignment for high levels of service and delivery performance to customers.
- Prepare reports as required by business needs, such as customer visit reports and future demand projections.
- Stay informed about industry trends, market conditions, and competitor activities.

### **Skills Required:**

- Ownership; Selling skills; Problem-solving; Strategic thinking; Adaptability; and Collaboration.