

## Sales Engineer – Dexter, MI

Polytec, Inc., the global leader in Laser Doppler Vibrometry, Velocimetry and White Light Interferometry for non-contact vibration, surface speed and surface profiling measurements is seeking a dynamic, highly motivated Sales Engineer to be based in our Dexter, MI office.

### Position Summary:

Polytec is rapidly growing in market of Finite Element Model verification and updating. Our experimental tools have proven invaluable to companies improving their products performance. To help further our market strength we are searching for someone to help lead our team in pursuing these opportunities. Our current success has been through proactive demand generation and taking this to the next level is our goal. Polytec is looking for a highly motivated and experienced sales representative who would like to utilize their experience in a new way, taking a step forward in their career. Critical to the positions success, the individual will have strong sales attributes, a technical background, and a successful track record, with strong curiosity and the desire to sell cutting edge products and services to the most advanced technology leaders in North America.

### Job Functions:

Coordinating, organizing and executing the Finite Element sales initiatives, which include:

- *Put a development focus on local Automotive customers*
- *Promote and lead experimental verification service business*
- *Directly own and lead accounts in the Central Territory*
- *Organize a continent wide plan for account penetration*
- *Support Territory Managers with the initiatives*

### Requirements:

The successful candidate will have more than 5 years of successful sales experience with simulation software, a technical degree and the desire and capability to excel working in a team atmosphere. Knowledge of the automotive and aerospace markets is beneficial.

Candidate will work out of the Dexter, MI office with a focus on supporting local business. Some nationwide travel will be required. Capability to interact and lead other sales people and follow a solution based selling approach is a must.

Polytec, Inc. offers a dynamic, high-tech, team-based work environment, career growth opportunities and a competitive compensation plan with excellent benefits. Polytec is an equal opportunity employer.

For more information about Polytec please visit our website at [www.polytec.com](http://www.polytec.com).

Please send resume to:

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