



Technical Sales Representative

Mechanical Surface Characterization for US region (f/m/x)

UNITED STATES : CHICAGO, IL | UNITED STATES : ASHLAND, VA

As a Technical Sales Representative and key member of the Central Region sales team, you drive business growth for Anton Paar line of surface characterization instruments including instrumented indentation, scratch testing, and tribology. Your territory will cover all the Midwestern states. Your location is ideally in the Chicago metropolitan area and with good access to an airport, but other major cities in the territory may be possible.

Responsibilities:

- Generating and developing new accounts and effectively managing existing accounts
- Presenting to small and large audiences including C-suite executives, production managers, and technicians
- Qualifying opportunities and developing proposals, and closing business
- Travel (up to 50-60 %, including overnight) for meetings, demonstrations, and installations

Requirements:

- Bachelor's or Master's degree in a natural sciences or engineering, preferably material science, material surface characterization, mechanical engineering or physics
- Experience in technical sales, analytical instruments sales strongly preferred
- Strong written and oral communication skills as well as presentation skills
- Willingness to relocate to USA for period longer than 3 years
- Ability to work independently and with a strong commitment to customer satisfaction
- Valid driver's license and passport

We offer you:

The base salary range for this position is \$92,435 to \$104,600/year. The commission plan is uncapped, pays monthly from dollar one, and includes bonuses for exceeding targets.

Life at Anton Paar is more than just work, with an employee-led In Motion Program organizing active social events during and outside working hours. We also offer unique and rewarding positions with competitive salaries, an award-winning benefits package, and opportunities for professional growth.