



THE COMPANY

Phase Matrix, Inc. was founded in 1999 by the purchase of EIP Microwave, Inc., a long-established manufacturer of microwave components, complex sub-assemblies and test and measurement instruments. These products are highly accurate electronic tools used in the development, manufacture, and field maintenance of a wide variety of commercial communications and defense electronics systems worldwide. In 2011, Phase Matrix was purchased by National Instruments, Inc. (NI) a global leader in providing test, measurement, and embedded systems for engineers and scientists. Phase Matrix operates as a wholly owned subsidiary of NI. For more information, visit www.phasematrix.com.

THE POSITION

Title: Sales/Marketing Engineer, Microwave Components

Duties:

- Responsible for sales results for Microwave Components, reports to Group Manager
- Acts as a technical consultant to customers and prospects for Phase Matrix Component products and services as well as industry technologies
- Responsible for hiring, motivating, and managing independent Technical Sales Representatives (TSRs)
- Calls customers with specific needs as identified by TSRs
- Responsible for evaluating, generating and presenting responses to customer Request for Proposal (RFP), related to highly technical microwave component assemblies
- Presents technical seminars
- Develops and performs product/technology demonstrations
- Participates in trade shows (greeting, customer appointments, giving demonstrations, presenting a theater script)
- Supports developing data sheets as well as application notes for components products.
- Actively seeks customer feedback promptly relays feedback to corporate staff in marketing, R&D, and sales organizations

Desired background and Interests:

- US Citizen or Permanent Resident of USA
- Experience in Electrical Engineering sales/marketing or design.
- A strong customer service attitude and effective interpersonal skills
- Prefer strong experience and technical expertise of high-frequency electronics (microwaves), techniques and solutions.
- An understanding in computer-based instrumentation hardware and software, including graphical programming software
- Ability to learn to sell effectively to the needs of a customer
- Ability to take initiative and ownership
- Persistence to drive tasks and projects to completion
- Optimistic, energetic, enthusiastic

- Effective problem-solving skills
- Excellent English skills (written, verbal/spoken, reading)
- Excellent presentation skills
- Willing to travel

Education: B.S. in Electrical or Computer Engineering

Compensation: Benefits, compensation commensurate with qualifications and experience.