 **Position Description**

**Technical Sales Specialist**

**Job Summary:**

This position will support the Sales and Marketing team and be responsible for assisting with customer quotes, providing basic applications support to customers, assisting with product costing, handling or routing customer requests and inquiring about their service needs and maintaining the customer database.

**Key Responsibilities:**

* Assist with customer quotes, bids and product documentation.
* Provide basic applications support to our customers.
* Assist with parts and product costing, working closely with Manufacturing, Field Service and Engineering.
* Contact current customers to offer service, trade-ins, and upgrades and set up appointments with Outside Sales warranted.
* Maintain customer database, including qualifying and entering new leads.
* Collaborate with Sales and Marketing, communicating customer preferences, trends and actions of competitors.

**Required Qualifications:**

* Bachelor degree in Electrical Engineering or Associate degree in Electronics, or other relevant technical degree.
* Inquisitive problem-solver with strong technical aptitude.
* Excellent verbal and written communication skills.
* Ability to multi-task, prioritize and manage time effectively.
* Motivated and energized by working in a team environment.
* Proficient with Microsoft Office tools, including advanced Excel skills.

**Preferred Qualifications:**

* Inside sales or customer support experience with a technical product.

**Company Description:**
Micro Control Company is an industry leading manufacturer of electronic burn-in test systems for high power logic semiconductors. Our large test ovens are capital equipment for major semiconductor manufacturers.

Micro Control Company offers competitive wages and benefits including health; PTO; paid holidays; a matching 401(k) plan and a discretionary profit sharing bonus. Please e-mail a cover letter and resume to: mcchr@microcontrol.com to be considered for this position (using the job title for the subject).

Micro Control Company
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