



Technical Sales Specialist

Department: Sales and Marketing

Reports To: Director of Technical Sales

Summary

TDT Technical Sales Specialists develop and manage new and existing customer relationships in the fast paced and rapidly growing neuroscience research industry.

Tucker-Davis Technologies (TDT) is an international business that develops, manufactures and markets modular neural data acquisition and stimulus generation systems. TDT systems range in complexity from simple sound generators to highly complex multichannel sensory and behavioral neurophysiology systems for awake, behaving subjects.

Primary duties will include generating revenue by identifying sales opportunities, developing customer relationships / accounts and effectively communicating technical information. This position includes both domestic and international travel to attend trade shows and visit customers.

Duties & Responsibilities

Detailed below are duties and responsibilities of position, other duties may be assigned.

- Work with the Director of Technical Sales to identify and develop sales opportunities, which include existing TDT clients as well as locating new prospective customers. This primarily entails identifying neuroscientists with unmet research needs, proposing equipment that will meet those needs, and communicating technical information as necessary until the potential customer has enough information to make a purchasing decision.
- Ability to effectively generate and follow up on the Sales department's current sales leads and prepare quotes with new and/or existing customers about TDT's equipment. To perform this job successfully, should have experience in using CRM database as position requires the use of companies CRM database to locate and communicate efficiently with potential customers.
- Travel within the United States and internationally to professional trade shows and sales presentations as required.
- This position will assist in planning and organizing TDT hardware and software demonstrations for the presentations. Responsible for locating and contacting potential customers for sales demonstrations within a selected market. This person is responsible for generating quotes and timely follow up on all leads from sales demonstrations and trade shows.
- This position will work with the Marketing Coordinator and the Director of Technical Sales to organize conferences and trade shows. They will provide feedback on customer issues with software and products to the technical support and engineering departments.

- Responsible for onsite and remote training of new customers as needed. This include setting up and organizing TDT software and hardware needed for the demonstration and training sessions with the customer.
- This position will include project development such as putting together example TDT configurations that highlight system design advantages along with creating presentations for site visits and webinars.
- Other duties may be assigned.

Qualifications

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required.

- Excellent verbal and written communication skills.
- Excellent technical writing skills.
- Ability to travel 25-50% of time including nights and weekends.
- Must be highly organized, detail oriented, self-motivated, and have the ability to work independently with minimal supervision.
- Can quickly determine the researchers' needs and provide solutions based on knowledge of existing hardware and software.

Education and/or Experience

MS or greater in one of the following three fields:

1. Biomedical Engineering with significant course work in Neurophysiology and electrophysiology
2. Neuroscience with extensive knowledge of electrophysiology and animal surgery
3. Electrical Engineering with knowledge of biological amplifiers, signal processing and analog circuitry

Or a BS in any field with at least three years of experience with electrophysiology equipment and animal surgery.

Language Skills

The candidate should have the ability to read, analyze, and interpret common scientific and technical journals, and government regulations. They should also be able to write reports, business correspondence, and procedure manuals. *Proficiency in secondary language is not required but is a plus.



Mathematical Skills

The candidate should have the ability to calculate figures and amounts such as discounts, interests and proportions. They should also be able to write and demonstrate basic MATLAB programs.

Reasoning Ability

The Technical Sales Specialist will need to solve practical problems that arise from working in an unknown environment such as a laboratory setting with minimal equipment and background information. They should be comfortable asking questions of end users to determine how best to demonstrate the equipment and be able to demonstrate how the standard TDT hardware will meet the customer's technical needs.

Certificates, Licenses, Registrations

Valid USA Passport and Florida Driver's license.

Physical Demands

The employee must occasionally lift and/or move up to 50 pounds.

Work Environment

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. TDT is a nonsmoking environment.

To apply, please email a cover letter and a copy of our resume or CV to hr@tdt.com and include the job title in your cover letter.