

## Sales Engineer & Business Development

We currently have an opening for a position based in Lakewood, CO. This person will work directly with our customers at all levels, within new and existing accounts, and will be responsible for most pre and post-sales activities. An understanding of our products and the needs of the customer – and how to put those two together - is paramount. Communication with the customer and our team is a key requirement for success at XIMEA.

### Job description

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**Place of work**                      Denver, Colorado, USA

**Employment type**                Full-time

**Salary offered**                    Salary depending on relevant knowledge and experience  
Paid time off and holidays  
401k plan

**Responsibilities and  
duties**

- Develop and maintain an understanding of XIMEA products and camera technology
- Sell and support XIMEA products to all levels of accounts
- Work closely with internal team (both US and European colleagues) for all sales and marketing

tasks and activities

- Define future products and applications, based on customer requirements and market observations
- Create quotes using XIMEA's internal system, and keep records of transactions and email traffic
- Manage complete sales pipeline, lead generation, quote, closing, to invoicing

## **Requirements for the employee/ candidate / applicant**

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### **Qualifications**

- Secondary education
- Candidates should have a bachelor's degree in a scientific field. Engineering, physical or computer science preferred

### **Experience with**

- 1-5 years experience in a sales position selling scientific or engineering equipment to scientists and engineers
- Image capturing devices (digital cameras, etc.)

### **Preferred skills**

- **Language**
  - English
  - German (beneficial)
- **Overall**

- Ability to learn, research, analyze complex interrelationships and adapt to new situations
  - Excellent organizational skills
  - Excellent communication skills: verbal, written and presentation
  - Ability to communicate across all levels of the corporate hierarchy
  - Experience in technical marketing and documentation
  - Able to travel domestically and internationally, up to 25%
  - Permission to work in the USA full time
  - Experience with MS Windows and standard office applications (Word, Excel, Teams, etc.)
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- **Qualifications**
    - Experience with cameras, computers, optics, image sensors and camera related technologies
    - A love for cameras and science!
    - Experience selling products to all levels of multinational corporations and especially the US government
    - Bottomless well of understanding and patience
    - Personal responsibility and a proactive, solution-oriented approach to work
    - Experience with CRM systems
    - Programming skills (C/C++, Python, Matlab, Labview)

# Simplicity, the Ultimate Sophistication

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## **Personality**

- Reliability, Responsibility
- Positive Attitude, Motivation, Passion
- Must be a self-starter with ability to work with minimal supervision
- An obsession for high-quality deliveries
- Passion about improving skills and learning new technologies