

## Technical Support leading to Outside Sales leading to General Manager

### Description:

Provide customers with technical support, quotations and applications engineering via email and phone.

Support in the field trade exhibitions, conferences, user workshops, etc.

Work from home after a few weeks initial training period in South Carolina

Work closely with engineers, sales support and order entry at headquarters in the UK and other offices around the world.

Under the mentoring of the VP of Sales gradually migrate to a hybrid role of technical support and outside sales

Career path to General Manager in 2 years after retirement of existing incumbent

### Qualifications:

Bachelor's degree in mechanical, electrical or electronic engineering.

1-2 years hands-on experience in an engineering role

Driven, smart, a self-starter with great interpersonal skills a thirst for knowledge and who is headed for the top

Excellent communication skills, fluent in English (written and spoken).

Ability to work in the US and obtain security clearances on occasions as needed

Willingness to travel up to 50% of the time

Technical sales people in the predictive maintenance marketplace are hard to find so Hansford Sensors is looking to develop its own. Starting as a technical engineering support and inside sales engineer you would rapidly move to a hybrid role that would also include outside sales. For the right candidate, this position would be groomed to take over the business when the current president retires in the next 2-3 years.

This position would suit someone straight out of college although experience in inside sales or tech support or any form of preventative maintenance or condition monitoring would be an advantage.

Hansford Sensors is a UK based company and a leading supplier in vibration monitoring worldwide. It has offices in the USA, Australia, Germany, Poland, India as well as distributors and reps around the world.

Hansford Sensors was founded 18 years ago and is privately owned with the founder still at the forefront of the business. It is a great place to work with a great team spirit that has driven stellar growth since its start. This position is ideal for an engineer looking for somewhere to spread their wings and aspires to a long career in sales and marketing and will be a high-profile position in the organization. This position will also allow the candidate to use their engineering skills in solving customers problems while also learning sales skills and the commercial acumen required to be a successful business leader. The Candidate will be trained and mentored by an experienced team of engineers, salespeople and marketing professionals.

Benefits:

401(k) Matching, Health Insurance, Paid Time Off.

Education:

Bachelor's in Mechanical or Electrical Engineering (Required)

Work Location:

Fully Remote

This Job Is Ideal for Someone Who Is:

Dependable -- more reliable than spontaneous

People-oriented -- enjoys interacting with people and working on group projects

Adaptable/flexible -- enjoys doing work that requires frequent shifts in direction

Achievement-oriented -- enjoys taking on challenges, even if they might fail

Autonomous/Independent -- enjoys working with little direction

Innovative -- prefers working in unconventional ways or on tasks that require creativity

Company's website:

<https://us.hansfordsensors.com/>

Company's Facebook page:

<https://www.facebook.com/hansfordsensors/>