



## Sales Engineer - Hood River, OR

SightLine Applications is currently seeking a smart and talented person to join our team selling cutting edge video processing systems to a global customer base. A strong candidate will be flexible to meet new demands from day to day. We are a small and innovative company looking for someone who is enthusiastic about making a significant contribution.

### Position

You will be part of the technical sales team, ensuring effective, positive, customer support:

### Sales

- Support new and existing customers through a technical sales process
- Use a comprehensive system understanding and engineering skills to provide integration recommendations and answer technical questions.
- Build professional relationships and manage customer stories (international and domestic).
- Communicate with customers directly and through international resellers (primarily using email).
- Generate new leads through strategic outreach.
- Work collaboratively within the BD group to generate quotes and process purchase orders.
- Work collaboratively with the technical support team to maintain customer satisfaction.

### Product Roadmap Development

- Use customer feedback and technical expertise to help guide product development.
- Identify and communicate opportunities for improvement within technical documentation, support, and engineering.

### Marketing and Communications

- Participate in group communications and marketing projects
- Collaborate and make recommendations identifying trade shows, conferences, and events most valuable to attend.
- Travel and trade show attendance (estimated 10% travel)

### Requirements

Candidate should have experience and confidence with the following:

- 3+ years demonstrated experience with system or product engineering
- Experience in customer service environment, technical sales, or support.
- Education: Bachelor's degree in computer science, engineering, or another relative field or equivalent experience
- Superior communication skills (written, verbal).
- Proficiency in Word, Excel, Outlook, and Google suite.
- Ability to multi-task and prioritize.
- Ability to work both independently and as part of a collaborative team.
- Must be US Citizen or Green card holder.

### **Beneficial Experience** (not required)

- Work on ISR and/or optronics systems
- Navigation of civil and defense systems projects and contracts.
- Proficiency in QuickBooks.
- Remote work as part of a collaborative team.
- Working at a small company or start-up environment.

### **Benefits**

You will have the opportunity for rapid skill development, working directly with customers, and an experienced team to deliver market-leading products.

Compensation includes salary (non-commission based), paid holidays (10 days/year), PTO (20 days to start), health and dental plan, 401K, schedule flexibility. Up to 10% travel. Salary Range: \$75-100K annually, depending on experience.

### **About SightLine**

SightLine Applications has two offices, Hood River and Portland, Oregon. The Hood River office includes the sales/marketing and engineering teams. Although we are currently all working remotely, we work in an open office plan and actively communicate about projects and customers throughout the day. Our office has fresh coffee (roasted locally) and a casual work environment. We are looking for someone that is eager to join the team and is excited about Hood River.

The Portland location includes production, HW engineering, SW engineering and support. The two offices are in constant communication (IM, telephone, Slack) and get together on a regular schedule (weekly telecon, monthly in-person) to discuss ongoing projects and new opportunities.

SightLine Applications, Inc. provides **equal employment opportunities (EEO)** to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability, or genetics. Our ongoing Diversity, Equity, and Inclusion efforts help us to continually improve support for employees.

### **Contact**

Please contact: [hr@sightlineapplications.com](mailto:hr@sightlineapplications.com)

Visit our website at [www.sightlineapplications.com](http://www.sightlineapplications.com)

No recruiters, please.