



Mek Europe BV

Vacancy: Sales Engineer Automatic Optical Inspection (AOI) systems

Employer: Mek Europe B.V.

Job: Sales Engineer Automatic Optical Inspection (AOI)

Are you on the first step of your career ladder or looking for a new challenge in a dynamic environment as part of a professional and successful technical team? Then this could be the job for you.

Are you a team player but also highly motivated to work independently? Are you easy-going, relish the opportunity to travel with work and are technically minded with excellent communication skills. Then please read on!

Mek Europe (Marantz Electronics Ltd.), based in Tilburg, is looking for talented individuals to strengthen its growing brand.

Mek develops and manufactures one of the world's most renowned AOI systems with manufacturing and engineering teams based in Japan. AOI systems are used in electronics manufacturing assembly for quality control in the production of circuit boards. The systems consist mainly of an optical unit with cameras and light sources and are operated by specially developed software. With the shrinking of component sizes, ever-rising pressure from customers for higher quality and a demand for fully automated processes the market for AOI is growing rapidly, as well as for vision solutions in general.

Our team in Tilburg is responsible for sales, product management and strategy, promotion and marketing, installation and training. In short, everything needed to introduce our AOI solutions to end users and deploy and maintain them. The territory to be covered is predominantly Europe, but also includes Russia, Middle East, Africa and parts of Asia. Given the size of the field, we work with distributors in several countries. North and South America are primarily served from our office in Las Vegas.

In the role of Sales Engineer, you will be responsible for product demonstrations, commercial and technical support and training for distributors and end users in the region. Most tasks can be performed from the office in Tilburg, or on site at the distributor or end user facility. Working from your home office is also a possibility.

Your daily tasks will include developing long-term relationships with clients through telephone, email, social media and in person, keeping company records up to date on our cloud services, providing product feedback to the engineering team in Japan and generally managing your busy calendar with tasks and actions. Your commitment and contribution will lead to new sales and optimal support of our network.

In short, the Sales Engineer position is so versatile and dynamic that every day looks different. Ideally We are looking for someone with a technical background who is also commercially astute. Experience is not necessarily needed.

We'd love to hear from you through a short motivation email with a detailed CV sent to careers@mek-europe.com

Profile:

Title: Sales Engineer AOI
Education: Mechanical / Electronics / IT engineering
Languages: English (optional Dutch, German, Spanish, French is preferred)
Experience: No specific experience required. Experience with AOI systems or SMT Electronics Assembly Industry is an advantage
SW: Comfortable with computers and networking, MS Office, specially Excel, MAC OS-X. Graphics experience with photo and imaging software is a bonus.
Available from: Now for an initial term of 6 months, in Tilburg Area
Location: Office Tilburg Area, Netherlands. Travelling throughout Europe as well as global
Function: To demonstrate Marantz 22X AOI systems throughout Europe/Middle East/Africa
To support distributors technically
To train distributors in the proper use and demonstration of the systems (educational skills)
To train end users when a distributor is inexperienced/not available (educational skills)
To program the machine effectively for sales purposes (on site)
To develop additional tools and libraries to increase Sales and Demo effectiveness and customer demand

Function should grow into a product manager function:

To be a professional discussion partner for Electronics Assembly Companies for Quality Improvements by using of AOI systems
To clearly explain and convince customers and distributors of system advantages compared to competition and vice versa
To translate customer demand into proposals for our development organization for future improvements
To develop Marketing material

Character: Convincing, Easy in communication with people from different organization levels.
Likes to travel throughout the region, mentality to invest time in a growing business division.

Information, submit your CV to:

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