

## Job Description

### Sales Engineer / Sales Manager Americas: Automatic Optical Inspection (AOI) systems

Mek Europe BV and Mek Americas LLC are the European/American Headquarters for Mek Japan (Marantz Electronics) and responsible for the Sales and marketing of Mek Automatic Optical Inspection systems (3D/2D AOI/SPI) in Europe, Americas, Middle East and Africa.

Optical Inspection Systems are currently installed in most Electronics PCB assembly plants. The systems are designed to find assembly defects on electronics PCB's before they leave the factory to improve outgoing quality and reduce rework costs.

In the old days this inspection function was done by human eyes, but due to the miniaturization of electronics and higher quality demands this becomes more and more automated by 2D and 3D AOI systems for higher accuracy and speed.

Mek AOI systems, present in the all price segments in this highly competitive market faces competition from Far East low cost systems as well as from high tech driven companies around the globe. Well skilled and driven sales engineers can make the difference in the demonstration and sales process.

Despite the competition we a gained a important global market share of more than 5000 installed units, Mek belongs to the major players in this segment

### Profile Sales Engineer

- **Title:** Sales Engineer Americas
- **Education:** Mechanical / Electronics / IT engineering
- **Level:** Bachelor
- **Languages:** English, Spanish is preferred
- **Experience:** No specific experience required. Experience AOI systems or PCB assembly market is a privilege
- **SW:** Easy with computers and networking, MS Office, specially Excel, MAC OS-X. Graphics experience with photo and imaging software is a plus.
- **Vacant per:** immediate
- **Rewarding:** Salary and bonus depends on experience level and results
- **Function:** To demonstrate/support/sell Marantz 22X AOI systems throughout USA, Mexico and Canada with backing from the European teams. To support sales representatives in their sales targets; To find and manage sales opportunities; To Program the machine effectively for sales purposes (on-line and on-site); To develop additional tools and libraries to increase Sales and Demo effectiveness and customer demands

Depending on your profile, the function can evolve into a **Sales Manager** function:

- To further develop the business according set sales and marketing activities
- To maintain and develop the nationwide sales network
- 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 systems advantages compared to competition and vice versa
- To translate customers' demands into proposals for our development organization for future improvements

### Character

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

### Information, submit your details to:

Mrs. Inge Molthoff

Inge@marantz-electronics.com

[www.marantz-electronics.com](http://www.marantz-electronics.com)

Job Type: Full-time

Salary: subject to profile and experience