

SALES AND APPLICATION ENGINEER

Location: 4535 boul. Hamel #240, Québec

POSITION SUMMARY:

The Sales and Application Engineer will have to support the sales team and the distribution network concerning the technical aspects related to LEDDAR modules and sensors. He or she helps our customers, to create solutions integrating our modules and our technology. As needed, he or she internally collaborates to the product management with the product development team to develop turnkey proposals and will do the follow-up of some sales opportunities towards his or her customers.

MORE SPECIFICALLY:

Technical takeover of customers before the sale

- Act as an investigation agent to well understand our customers' needs, prerequisites, limitations and technical options in order to offer them the best technical and commercial solution with the help of the sales team
- Act as a main technical resource for the sales team and the distribution network.
- Make the technical representation at the customer's office and help our customers to understand functionalities, limitations and technical benefits for our solutions and our technology.
- Participate at preparing tenders and proposals
- Elaborate proofs of concepts by using existing solutions
- Participate in trade shows

CONTACT

Please sent your letter of intention with your CV by email to **Ms. Marie-Pier Fortier** rh@leddartech.com.

Only those candidates that are being considered will be contacted.

Technical takeover of customers after-sale

- Provide an assistance to customers at the electronics, mechanical, optics integration level, and LEDDAR parameters configuration in order to optimize the final system.
- Analyse customers' test results and making recommendations on new configuration parameters to improve product performance and/or proposing new solutions
- Provide train, answer technical questions, make sure to well understand problems and coordinate corrections needed with the R&D team.
- Provide a follow-up on opportunities to the management during weekly meetings.
- Assist the customer with the product installation and applications development, by phone or on site.

WE ARE LOOKING FOR A CANDIDATE WITH THE FOLLOWING PROFILE

REQUIREMENTS:

- University Degree in Computer engineering, Electrical engineering, Physics engineering or Mechanical engineering.
- Oral and written French and English. The candidate must be fluent.
- Experience and/or knowledge in electronics and embarked programming is an asset (Linux, C, C++, .net, Modbus, RS-485, Arduino, Matlab, etc.)
- Available for international travel (valid passport)