



The engine that drives Nortek is its multi-talented, global team, comprised of people who are authorities in their field. A world-class design and development group, a client-facing sales team with direct technical industry experience, and a spirited support and production team define our ability to serve as well as collaborate with our customers. We are growing – do you want to have fun and make an impact? Do you want to work in a pioneering field with global reach?

Inside Sales Engineer - Boston

Job Description

Sales is both fun and rewarding when your product is arguably the best on the market!

With the introduction of several new instruments and measurement capabilities to the Nortek product line over the past four years, in addition to continued yearly growth, inside sales engineers are critically needed to maintain Nortek's traditional attentive client support and interaction business model.

Located in the Innovation and Design Building in Boston's booming Seaport District, the North American office features neighbors in various sectors of technological development, easy access to public transportation, discounted Reebok Gym membership, several new eateries, and frequent social events.

The ideal candidate will have a genuine interest in seeing clients and their colleagues succeed while supporting a team of traveling field engineers, actively hosting demonstrations and technical workshops. They will enjoy speaking with prospects, teaching users (after training), organizing conference and tradeshow attendance, and working with their colleagues to come up with new ideas.

In their spare time they will enjoy prospecting for new business and looking for opportunities to expand their knowledge of the business segment.

Requirements

The ideal candidate should have prior experience that includes

- Three years technical sales experience OR work experience in the subsea market and sales DNA
- Communicating with scientists, engineers, and sales or marketing representatives
- An interest in markets such as: oceanography, coastal engineering, marine science, fisheries, subsea vehicles, or hydraulic laboratories.
- A Bachelors or Masters degree in a science or engineering field OR a marketing, business, or communications degree with experience working for a subsea related industry

Additional experience should include strong capabilities in the areas of

- Qualifying new business
- Relaying complex technical information
- Distinguishing a product from an established competitor
- Communicating the value proposition
- Public speaking and presenting



Musts

- US citizenship
- Valid drivers license or ability to obtain one within one month
- Pleasant demeanor, team-minded attitude, and genuine interest in client success

Benefits

Training and Development

Nortek offers a comprehensive training program and ongoing development opportunities including:

- Product training, extent depending on experience level, at company headquarters in Oslo, Norway
- Formal external sales training seminars and coaching
- Sales trips with senior employees
- Yearly Nortek global sales meeting hosted in Oslo or other subsidiary location
- Employee benefits include:

Health, vision, and dental insurance

- 401k with 5% matching contributions
- Paid vacation, holidays, and sick leave
- International work experience, while enjoying the work-life balance cherished by a Scandinavian company with Norwegian roots.

[Apply for this job](#)

