



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?

Sales Engineer - Boston

Job Description

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

Engineers and scientists across research institutions, government labs, the military, engineering firms, and ports and harbors are harnessing the measurement possibilities of the Nortek Signature Series to examine truly remarkable things in the earth's oceans.

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

The ideal candidate will be excited about the ocean, coastal sciences, or marine biology. They are energetic and focused on finding users that can benefit from new technology. They will have a genuine interest in seeing clients succeed, their work publicized, and being a part of pushing the envelope in ocean research and operations. They should also enjoy speaking with prospects, traveling domestically and abroad, organizing demonstrations and workshops (after training), and working with their colleagues to come up with new ideas and make things happen.

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.

Requirements

The ideal candidate should have prior experience that includes:

- Three to five years technical sales experience OR work experience in the subsea market and sales DNA
- Interacting with scientists, engineers, and sales or marketing representatives
- A genuine interest in fields 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:

- Prospecting for and qualifying new business
- Relaying complex technical information
- Distinguishing a product from an established competitor
- Communicating the value proposition
- Public speaking and presenting to technical audiences at conferences, customers at their places of business, or small workshops

Musts

- US citizenship
- Valid drivers license or ability to obtain one within one month. The position involves visiting clients at their location throughout North America
- 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 (June 2020 meeting will be in the south of France!

Employee benefits include:

- Health, vision, and dental insurance
- 401k with 5% matching contributions
- 15 days paid vacation upon hire (20 after 3 years), 12 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](#)

