

Technical Sales Engineer

Overview

Vision4ce is a supplier of video and image processing solutions to the Electro-Optic systems market across the world. We specialise in delivering real-time video capture, processing and display systems for use in harsh environments such as security and defence. Vision4ce has a unique video tracking technology which has wide ranging application in land, sea and air systems. The proliferation of camera systems in security and defence has created exciting opportunities for the application of this technology to assist in the automation of the camera systems and their integration into wider information networks.

Vision4ce is a small, dynamic company which is part of the Chess Technologies group of companies who are a leading supplier of Electro Optic solutions to a global market within the defence and security sectors. Vision4ce operates a flat management structure which is engineering led and focusses on providing a collaborative approach which is responsive to the changing needs of the market. We're looking for an experienced, customer focussed professional to be part of the sales team as we develop innovative solutions to real world challenges.

Responsibilities

- Build close relationships with key customers including visits to both UK and international customers.
- Work closely with customers to ensure requirements and expectations are clearly understood and managed
- Develop and maintain a good technical understanding of company products and capabilities
- Provide product demonstrations to existing and potential customers
- Work with the engineering team to develop innovative solutions to customer requirements
- Technical support of sales channels
- Work with senior management to develop business strategy

Experience & Qualifications

- Degree in a scientific or engineering discipline
- Experience of video processing or computer vision
- A good understanding of image sensor technologies
- Experience of complete electro optic systems
- Extensive experience of working directly with customers
- Excellent communication skills both verbal and written
- Enthusiastic team player but able to work on own initiative
- Able to adapt quickly in a fast-changing environment

What we offer

- Training + Progression + Benefits
- A chance to work with other experienced professionals
- A small company environment where you can make a difference

Location: Wokingham