VICTORY SALES

Victory Sales is adding to our team of Sales Engineers. These individuals will be responsible for leading the technical sales process with various OEM customers, while representing some of the top technology organizations in the world. Our Sales Engineers create and maintain strategic relationships with potential customers, aligning their application needs with products from our represented manufacturers; we work with customers on component level decisions as they develop new products. We represent many leaders in the semiconductor and passive electronics space as their exclusive local sales force. This role will be mentored with a high level of individual freedom. It is a great role for a self-driven individual who wants to advance in the career of technical sales. We have openings in our Minneapolis, Chicago, Pittsburgh, and Kansas City offices.

This position appeals to Electrical Engineers and Computer Science/Engineers that want a position that is expanded beyond design and/or testing, as well as someone wanting to grow their professional network and have more influence with their compensation. We are looking for candidates that are self-starters, outgoing, and well organized.

The candidate must have a technical background, progressive learning style, and ability to effectively communicate with our customers and suppliers at all levels. This position provides room for long-term career growth!

Victory Sales is focused on improving the efficiency and success of our customer's product development efforts with value driven technology solutions. We are a professional sales organization supporting eleven market cities across the Midwest. Our Sales Engineers are considered the best in the electronics industry and a benchmark for our competitors. We represent global market leading manufacturers across a range of electronic components including processors, connectivity, memory, power, batteries, displays, and board level discrete components.

Candidates must be skilled in:
- Possessing technical skills to understand and promote various semiconductor and electronic components with the willingness to learn new technologies/products as they become available.
- Displaying strong customer service skills, with ability to maintain professionalism at all times
- Demonstrating ability to understand the customer's system architectures and propose solutions from our suppliers.
- Product Marketing and Sales: Promoting brand awareness by educating customers on new products and technologies from our suppliers. Supporting all phases of the sales process from quoting, sampling, forecasting, etc.
- Microsoft Office (including Outlook, Word, Excel, and PowerPoint)
- Understanding importance of working within a team environment to meet external customer product development and internal customer deadlines

Qualifications:
- Bachelor's Degree in Electrical or Computer Engineering or equivalent experience preferred
- Strong written and verbal communication skills
- Strong motivation and organizational skills
- A great personality and entrepreneurial spirit!
- 2+ year's experience in design or technical sales
- Currently residing in Minneapolis, Chicago, Pittsburgh, or Kansas City metro area

This is a full-time position with a competitive base salary dependent upon skills and experience, plus quarterly incentive bonuses for individuals, and the team as a whole. An excellent benefits package, including insurance (medical, dental, vision, and auto – all available immediately upon hire), 401(k), and paid time off.

The hiring process will include at least one video call screen, two in-person interviews, candidate assessments, and a background check.

Victory Sales is an Equal Opportunity Employer!