

# Job Description – Sales Engineer

## Company Overview

Global Inkjet Systems (GIS), a division of Nano Dimension, is an award-winning global leader in the development and supply of application software, electronics, and ink system components for the industrial inkjet printing market.

We design tailored next-generation software, advanced printing system components, and provide expert services to customers worldwide, supporting applications such as direct-to-shape printing, inkjet hardware components, and 3D printing.

At GIS, we foster a friendly culture for people to work collaboratively towards success, communicate openly to challenge the norm and nurture people to create future thought leaders.

## About The Role

GIS Sales Engineers play a pivotal role in our technical sales process. You will serve as the technical expert who collaborates closely with the sales team to provide technical solutions and recommendations to customers, existing and potential. Your ability to understand and convey complex technical concepts into practical solutions will be instrumental in driving sales success.

You will be the conduit between our solutions, our engineering team and the customers that can benefit from GIS products and services. Your role is supporting sales, educating, advising and applying our innovative technologies - drive electronics, ink delivery systems and software - for customers, ensuring they are well-positioned to harness the full technical and commercial potential of our solutions.

## Key Responsibilities

- **Technical Expertise:** Develop a deep understanding of Global Inkjet Systems' portfolio of inkjet solutions, including their features, applications, technical capabilities and configuration
- **Collaboration:** Work closely with the sales team to understand and advise for the technical requirements and challenges of potential customers. Serve as the technical liaison during pre-sales and development project processes
- **Technical Presentations:** Create and deliver technical presentations and demonstrations that effectively communicate the value and capabilities of our inkjet solutions. Tailor these presentations to specific client needs
- **Solution Customisation:** Collaborate with customers to customise solutions that align with their unique technical needs and challenges. Identify opportunities for product enhancements or customisation
- **Technical Support:** Provide technical guidance and support to sales colleagues and customers during the pre-sales phase, addressing their inquiries and ensuring they have a clear understanding of our technologies
- **Technical Documentation:** Assist in the development of technical documentation, including proposals, technical specifications, and proof of concepts to support the sales process

- **Sales Strategy:** Collaborate with the sales team to develop effective sales strategies and value propositions based on technical insights and customer needs
- **Market Analysis:** Stay informed about industry trends, market dynamics, competitors' and emerging technologies in the field of inkjet solutions. Use this knowledge to inform sales strategies
- **Customer Relationship Building:** Build strong technical relationships with potential customers, instilling confidence in our solutions and their ability to meet customers' technical requirements

## Requirements

- Proven track record of success in a technical sales function
- Interest in and ability to build and maintain long-term customer relationships
- Strong technical knowledge of inkjet solutions, printing technologies, and industrial applications
- Excellent communication, negotiation, and presentation skills
- Self-motivated and results-driven
- Knowledge of the industrial inkjet printer development sector is a plus
- International travel is likely to be a significant proportion of working time

## Benefits

- Competitive salary
- Pension contributions
- Private health insurance & life insurance
- 25 days annual leave (+ option to buy more)
- Tastecard membership
- Cycle to work scheme
- Company-funded staff kitchen (snacks, drinks, fruit, chocolate)
- Social events & charity committee support
- A collaborative, innovative, and supportive working environment

**If you're passionate about technology, thrive in a multi-disciplinary environment, and want to shape the future of industrial printing systems, we'd love to hear from you.**