



DeltaTech Controls is a leading global supplier of operator interface control solutions for off-road vehicle OEM's. Our business is clearly focused on the global leaders in the off road vehicle industry. Our core products include vehicle electronic control systems, electronic joysticks, multi-function grips, and electronic displays. We are currently expanding our China operations and have an exciting opportunity for a **Sales Engineer** to join our team.

We are looking for an outgoing and self-motivated individual that enjoys a fast paced and challenging environment to join us as a **Sales Engineer**, in this key role you will be responsible for all business development and product sales at assigned accounts by actively supporting the accounts with technical product application assistance, sales of DeltaTech Controls products, and providing ongoing commercial support to achieve significant sales growth and customer satisfaction by developing long term, strategic relationships with key accounts and key decision makers. Achieve new program wins to drive future sales growth by acting as the primary contact for engineering, purchasing, quality, manufacturing and other areas. Provides technical application support for operator controls and integrated systems, identify and develop needs for operator controls and integrated systems, gain customer commitment to initiate new product development programs to fulfill these needs and provide technical and commercial customer support for existing programs.

The **Sales Engineer** will be expected to take a lead role in working with product development groups, and developing VOC feedback for new technology and product development needs, manages customer expectations and relationship throughout the new product development process, ensuring that new product development programs meet customer requirements for technical specification, cost, quality, and schedule and providing continuing product support after release, including quality management, product improvements, cost reductions, and application support.

Qualified candidates will possess a minimum of a 4 year technical degree, Bachelors Degree in Mechanical or Electrical Engineering preferred and a minimum of five (5) years of technical product sales experience. An in-depth knowledge of electromechanical technologies and custom product applications. A demonstrated ability to develop new business and maintain positive working relationships with external and internal customers and suppliers and excellent communication, meeting facilitation, and presentation skills are also required.

Qualified candidates may submit their resume with salary requirements to;

DeltaTech Controls
Attn: Human Resources
5288 Valley Industrial Blvd. S.
Shakopee MN 55379
Fax: 952-233-9755
Email: resume.submissions@coactive-tech.com