



Technical Sales Engineer

L I F E S C I E N C E S

ABOUT US

Liquidyne Process Technologies, Inc founded in 1993, is a leading distributor and fabricator of innovative solutions for fluid transfer, measurement and control. Liquidyne serves the Life Sciences, Food & Beverage, Commercial & Industrial markets with a focus on Biopharmaceutical, Pharmaceutical, Nutraceutical, and Animal Health industries.

Liquidyne is a dynamic, growing organization located in the beautiful Golden area of Colorado. We are an equal opportunity employer which offers a competitive salary and benefits package. We maintain a drug-free workplace and perform pre-employment substance abuse testing as well as background verification checks.

THE JOB

In line with our continued focus on growth and success, we are currently looking for a seasoned Technical Sales Engineer to identify and implement sales strategies to grow Liquidyne's business. The successful candidate must be versed in bioprocess engineering and be a sales-oriented person with a proven track record of successfully selling to our core market of Life Sciences with a focus on Biopharma.

We seek an individual with the following qualifications:

- Bachelor's Degree preferred in one or more of the following: biology, chemistry, biochemistry, or chemical engineering.
- 5+ years of experience in process engineering.
- 1-2 years of solution selling and acting as a liaison between customers and the Technical Sales team.
- Ability to apply engineering, technology, or other related principles to product sales.
- Working knowledge of sales technology and tools (Salesforce, Office, etc.)
- Experience and knowledge with using fluid transfer, measurement and control process technologies & equipment (I.e. pumps, valves, tubes, hoses, mixers, instrumentation and control)

TECHNICAL SALES ENGINEER

This position is responsible for consulting with existing and new potential clients to assess and understand equipment system requirements while providing expertise and support to the sales team in communicating products, services, and client needs.

ESSENTIAL DUTIES:

- Assist with research & Development of new products
- Propose improved products to customers and explain benefit of change
- Support growth and understanding of products of existing sales team members
- Collaborate with Engineering and Technical Sales members in creation and design of proposed solutions.
- Execute and manage projects from conception to completion which may include supervision of third-party participants.
- Pursue & Evaluate opportunities to sell and/or upgrade fluid transfer measurement & control systems
- Prepare & present to end-users, third-party consultants, design-build contractors.
- Conduct online webinars and in-person customer learning sessions

SKILLS & ABILITIES:

- Expert knowledge of Biopharma & Pharma process
- Excellent written & oral communication skills
- Strong deductive reasoning
- Ability to speak effectively before groups of customers, contractors, and vendors
- Computer Skills - Outlook, Word, Excel, Teams, Power Point, Salesforce or similar CRM

COMPENSATION

\$100K-130K + Performance Bonus

BENEFITS PACKAGE

- Health, Dental & Vision Insurance
- 401k Plan with company contribution
- Personal Time Off - 10 days & 6 Sick Days per calendar year.

OTHER BENEFITS

- Monthly team lunches
- Healthy Snacks & Beverages
- Quarterly team-building events
- Professional learning opportunities
- Annual holiday parties
- 9 paid company holidays
- Career planning
- Bi-annual team volunteering

**INTERESTED
CANDIDATES**



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