

# Job Description

## Technical Sales Engineer



### About Our Company

MMB Research is a young and rapidly growing clean-tech company in downtown Toronto, specializing in Smart Energy and smart grid technologies. MMB develops cutting-edge wireless hardware and software solutions that allow consumer electronics and appliance manufacturers to easily add smart grid communication to their next generation of intelligent, energy-aware devices. With over 100 clients ranging from small tech companies to global brand-name manufacturers, MMB Research offers its employees an uncommon breadth of exposure and experience, as well as a close knit and dynamic work environment.

### Role Description

As our customer base and marketing efforts expand, we require an enthusiastic and talented Technical Sales Engineer to support our sales efforts and contribute towards sales and development strategies. MMB has accrued an industry leading reputation for the excellence of our products, solutions, and our ability to understand and meet the specific needs of our customers. This role will be key in supporting that reputation by expanding market awareness of our products and expertise, managing projects and relationships with customers, and bringing critical customer requirements back into the development, production, and marketing processes.

This role will comprise two primary areas of responsibility:

### Project Proposals & Contracts

Though our solutions are built on a common platform, our customers possess a wide variety of applications, resources, and capabilities. Many of our customers require support and design services in implementing our technology. The technical sales engineer will work with customers to understand their products, capture their requirements, and prepare project proposals and contracts.

### Technical Sales and Marketing

MMB's products are innovative and highly technical. A critical part of the sales and marketing process involves communicating features and applications effectively, demonstrating our expertise, and interacting with customers' engineering teams to illustrate our solutions. To this end, the technical sales engineer will work in concert with our sales team to develop marketing materials, build relationships with customers, and act as a representative of MMB at industry events and meetings.

### Duties (On site, or at customer locations)

- Meeting with customers over the phone, email, or on site to assist in technical aspects of business development
- Making technical presentations and demonstrating how our products meet client needs
- Managing and interpreting customer requirements - speaking with clients to understand, anticipate and meet their needs
- Generating technical sales proposals and contracts (Statement of Work, Services Proposals)
- Researching options and requesting quotes for outsourced components of projects or custom products
- Maintaining records of customer communication and sales activity in our CRM and established internal communication systems
- Working with the engineering team to ensure development schedules and deliveries are being met
- Attending and/or participating in trade shows, conferences and other marketing events
- Searching for new clients who might benefit from company products or services
- Developing support material for other members of the sales team



## Requirements

- Excellent oral and written communication skills
- Bachelors degree in engineering, computer science, or equivalent
- Experience and Proven Success in a Technical Sales Role
- (Asset) Technical development management
- (Asset) Embedded firmware development experience
- (Asset) Experience with ZigBee, WiFi, Z-Wave Technologies
- (Asset) Experience with Smart Grid, Home Automation and/or Security Products
- (Asset) Proficiency in Microsoft Office incl. PowerPoint, Acrobat, Google Docs.

## Contact

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Please submit your application to the address above, and include "Technical Sales Engineer" in your subject line.

