

Technical Sales Engineer

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Company: Asia Tree Preservation, Ltd.

Location: Sha Tin

Category: other-general

We are a leading provider of technical equipment specializing in measuring tree wood density, analyzing tree internal structure, air excavation equipment for soil improvement, and other technologies related to tree health and structure. Our clientele includes universities, research organizations, arboriculture companies, forestry and timber companies, and other entities involved in tree research, education, and assessment. Job Description: As a Technical Sales Engineer, you will play a crucial role in expanding our market presence and driving sales of our specialized technical equipment on a global scale. You will be responsible for understanding the technical specifications and applications of our products and effectively communicating their value propositions to potential clients. Additionally, you will work closely with the sales and marketing teams to develop strategies for penetrating new markets and identifying new business opportunities. Develop a deep understanding of our technical equipment, including their features, functionalities, and applications. Identify and target potential clients within the academia, research organizations, arboriculture companies, forestry and timber companies, and related industries. Build and maintain strong relationships with existing clients and key stakeholders, including providing technical support and assistance as needed. Collaborate with the sales and marketing teams to develop and execute effective sales strategies, including attending trade shows, conferences, and other industry events. Conduct product demonstrations and presentations to potential clients, effectively communicating the technical aspects and benefits of our equipment. Prepare and deliver sales proposals, quotations, and contracts, negotiating terms and conditions as necessary to close deals. Stay updated on industry

trends, competitor activities, and technological advancements to remain competitive in the market. Provide feedback to the product development team based on client requirements and market demands to drive continuous product improvement. Requirements Bachelor's degree in Engineering, Environmental Science, Forestry, or related field. Advanced degree preferred. Proven experience in technical sales or business development, preferably in the environmental or forestry sector. Strong technical aptitude and ability to understand complex technical concepts and specifications. Excellent communication and presentation skills, with the ability to effectively communicate technical information to both technical and non-technical audiences. Demonstrated ability to build and maintain relationships with clients and key stakeholders. Proactive and self-motivated with a strong drive to achieve sales targets and objectives. Willingness to travel domestically and internationally as needed. Proficiency in English; proficiency in other languages is a plus. Benefits Competitive salary and performance-based incentives. Opportunities for professional development and career advancement. Flexible working arrangements, including remote work options. Comprehensive benefits package, including health insurance and retirement plans. Dynamic and collaborative work environment with a focus on innovation and sustainability. If you are passionate about technical sales and have a keen interest in environmental conservation and forestry, we encourage you to apply for this exciting opportunity to join our team and make a positive impact on the world. Application Instructions: To apply, please submit your resume and a cover letter outlining your qualifications and interest in the position.

diploma or degree

1-3 years

well organized, good communication skills,

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