

HOPEWELL DESIGNS, INC.

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Sales and Marketing - Technical (Engineering)

Hopewell Designs (HDI) is an International leader in design, manufacturing, installation, and service of irradiators that are used for radiation instrumentation calibration as well as industrial irradiation applications. We are a small company, but expanding and require a self-motivated, dynamic, creative, and resourceful Engineer with experience in sales to help us continue to be an innovative industry leader.

Our customers include US Department of Energy (DOE) laboratories, Department of Defense (DOD) facilities, the National Institute of Standards & Technology (NIST), Nuclear Power Plants, University Research Laboratories, Private industry, and International Calibration and Research facilities.

Hopewell Designs, Inc. seeks an Engineer for our sales and marketing department to promote our automated calibration systems, radiation protection shielding, and maintenance and consultation services.

Job Description: The Sales Engineer contributes to the success of the company by helping to drive the growth and profitability of the company's products and services, working closely with our customers to ensure that we are competitive in the marketplace. This position reports to the Technical Sales Manager.

Duties include:

- Review customer RFQ/RFP's, drawings, specifications, or other applicable documentation to determine the requirements of the project.
- Prepare technical specifications and commercial proposals in a timely manner.
- Develop, write, and maintain technical proposals for standard products.
- Finalize technical documents to turn over new project to the project engineering department.
- Participate in Sales department streamlining and process improvement activities.
- Update and maintain Quickbase database of customers, proposals, orders, and interactions.
- Participate in department planning to assure sales and marketing goals are achieved.
- Assist with pricing strategy and create price lists for use by sales and marketing.
- Help with the improvement of marketing literature, product definition, website information, and online presence.
- Engage with industry forums, conferences, standards committees, etc. to help increase HDI's knowledge of industry trends and find out what HDI can provide to our customers in the way of innovative new solutions to increase market share.
- Promote and represent Hopewell Designs to the Nuclear Industry.

Essential skills and experience in multiple areas include:

- Bachelor's Degree in Electrical, Mechanical, Mechatronics, or Systems Engineering; or equivalent relevant experience.
- 2-5 years experience in developing and/or presenting customized solutions to customer requests, or work experience as an engineer with customer facing responsibilities.
- Intermediate to advanced computer skills with MS Office suite of programs.
- High Mechanical aptitude.
- Strong problem-solving skills.
- Excellent communication skills; both written and verbal.
- Ability to work independently, as well as, in a "small-business" team environment.
- Experience working with Autodesk Inventor; and/or Solidworks or other similar design programs.
- US citizenship and ability to pass a background check is required for access to government complexes.

Desired Skills and Technical Experience:

- Ability to forge strong, long-lasting relationships with customers, staff, and industry leaders.
- Ability to creatively explain and present complex concepts in an easy to understand manner.
- Experience with technical writing related to product specifications and/or definition.
- Experience in industrial automation, electrical integration, machine design; or equivalent.
- Experience with federal contracting and applicable regulations (FARS, DFARS, etc...).
- Experience with publishing programs such as MS Publisher, Adobe InDesign; or similar program.
- Experience in the nuclear industry in the areas of health physics, instrument calibration, and/or radiation shielding; is a plus.

Background on Hopewell Designs, Inc.

Founded in 1994, Hopewell Designs is the national leader in manufacturing Automated Calibration Equipment and supplies quality equipment world-wide in over 65 countries for the nuclear industry. We also manufacture a broad range of shielding and storage products for the nuclear power, oil well logging, and medical industries. To learn more about Hopewell Designs, please visit www.hopewelldesigns.com. We have a great work environment where innovation and creativity are rewarded and where hard work leads to growth and responsibility. If you are looking for a great place to work where you will be challenged to be your best, send us your resume.

Qualified applicants: Please forward your resume, with salary history & expectations, by email to careers@HopewellDesigns.com