

SALES ENGINEER (Junior / Senior)

At intoPIX, we believe that we can shape the world with more efficient, robust and valuable technologies. Our team is empowering the products of all the leaders of the audio-visual industry (like Sony, Panasonic and many more) by providing very high quality software and hardware implementations of our innovative solutions. Our key achievements are in the domain of image processing and video compression.

- intoPIX JPEG2000 technology has been the cornerstone of cinema digitalization. 50% of cinema projectors around the world are decoding images in real-time with our solutions.
- intoPIX has received an Emmy Award for its impact on the TV industry. Events like the Olympic Games or the FIFA World Cup are produced in HD using our technology.
- intoPIX has developed and introduced its TICO technology as the de-facto solution to achieve 4K live production. We have driven its standardization by the ISO and it is now internationally known as JPEG-XS.

Do you want to join the team?

As Sales Engineer, you'll be working with our prospects and customers, within the sales team to drive the sales of specific products. you'll be working with our prospects and customers, within the sales team to drive the sales of specific products.

If you're looking for a career that combines strong technical knowledge and sales ability, and that offers a level of independence and the opportunity to meet new people on a consistent basis, then you might consider working as a technical sales engineer.

This involves educating key influencers on projects about the proper use, advantages and value of intoPIX products, with a view to understand their specifications in the designs. It means visiting customer sites to assess opportunities - giving technical and business advises, and adding value through the use of intoPIX products.

It also means looking into new business prospects by running customer surveys for product development, and working with sales teams to develop local strategies.

Your responsibilities will be:

- **Sell Technical Products:** You will spend a good portion of your day meeting (calls, conference calls and travels) with existing and potential customers, explaining product features, presenting and demonstrating new products, and determining which products meet the needs of each individual customer. You complete proposals, prepare sales documents, and negotiate contract terms.
- **Follow Accounts after sales:** Technical sales engineers spend a good portion of their day meeting with existing and potential customers, explaining product features, presenting and demonstrating new products, and determining which products meet the needs of each individual customer. They complete proposals, write up sales orders, prepare sales documents, and negotiate contract terms.
- **Grow Sales Territory:** Sales engineer will look at how to grow intoPIX sales territory. You create relationships with existing customers and make frequent visits to customer sites to ensure all products are working effectively. You also meet with potential customers to discuss new and upcoming products.
- **Attend Trade Exhibitions, Seminars, and Conferences:** Sales engineers are typically the face of their company at trade shows, where they discuss products and product development with interested parties. They also attend training seminars and industry conferences to learn about industry trends and sales techniques, as well as network with other sales and engineers.
- **Discuss Product Enhancements and New Product Development:** Since sales engineers are usually the first individuals to test out new products to customers, it is up to these individuals to record any

issues, note consistent problems, and offer ideas to enhance products. sales engineers might also be called upon to offer suggestions during new product development.

Skills you already have

- At least a bachelor's degree, ideally in civil or business engineering, familiar with FPGA and ASIC development.
- An agile approach to solving problems
- Strong communication and interpersonal skills, including good communication skills in English, both oral and written (other languages such as Chinese or Japanese is a plus)
- Enthusiasm to learn and drive to succeed

Skills you will learn if you don't have

- Licensing business experience (IP-cores, Software, etc..)
- Television, Cinema, ProAV, Automotive market know-how
- Video & Image Processing technologies know-how

What we offer

You will work in a growing, innovative high-tech company with 25 smart, passionate and fun people. Our brand new offices are located in Mont Saint-Guibert (Belgium). We offer competitive salary with attractive benefits. With full team integration from day one, a job at intoPIX provides you with, challenging tasks, responsibility and continuous learning right from the start.

If you meet the profile and would like to be part the team, please send your CV and cover letter to jobs@intopix.com