REMOTE Sales Engineer

Remote · US · Full-time · **$70k–80k**

REMOTE Sales Engineer
Location: Remote/Travel Role - Must live in New England
Salary: $70,000 - $80,000 Base + Monthly Uncapped Commissions (1st yr OTE: $110K+)
Benefits: Medical, Dental, Vision, Life, Disability, 401 w/match, Holidays, PTO, Company Car
Job Type: Full-Time
Typical Hours: Mon-Fri, 40 hrs./wk. (Flexible)
Territory: New England
Travel: up to 50% Local and Domestic- Company Car Provided
Start Date: ASAP
Sponsorship is not available

REMOTE Sales Engineer Description

Our client, a leading global manufacturer of precision measurement equipment, is seeking a Sales Engineer to support and expand their New England territory. This is a field-based, relationship-driven role focused on direct sales of capital equipment—primarily coating thickness measurement devices—into manufacturing, industrial, and quality-driven environments. You will inherit a profitable and well-developed territory with strong brand recognition, while also being expected to identify and cultivate new business opportunities. Success in this role requires a balance of technical aptitude and commercial acumen, as you will regularly engage with engineers, quality managers, plant leadership, and procurement teams to understand application requirements and position the appropriate solution. This is a great opportunity to expand your knowledge of capital equipment sales while joining a well-established global manufacturer recognized for its innovation, strong market presence, and commitment to quality products.

REMOTE Sales Engineer Responsibilities

- Sell a portfolio of capital equipment and instrumentation directly to end users
- Conduct product demonstrations and deliver tailored sales presentations
- Prepare and manage sales proposals, quotes, and pipeline activity
- Maintain accurate records in the CRM system and follow up on customer inquiries
- Provide technical support on product specifications and applications
- Monitor market trends, competitor activity, and new business opportunities
- Collaborate with marketing to maximize qualified lead generation

REMOTE Sales Engineer Qualifications

- Associate or bachelor’s degree in an engineering field required
- Technical B2B sales experience required [internships count, too!]
- Proficient with Microsoft Office and CRM systems (e.g., Salesforce, HubSpot) required
- Ability to travel approximately 50% within a multi-state territory required

Apply: https://twonice.hire.trakstar.com/jobs/fk0zp2s/?apply=true

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