



Corporate Office: 1311 Pilgrim Road, Plymouth, WI 53073 (800) 332-7088, fax: (920) 893-3106

<http://www.hvs-inc.com>

## Sales Engineer

Heartland Video Systems, Inc. is a Systems Integrator serving primarily Broadcast Television stations throughout the United States. We are a sales distribution company with an engineering team that makes us unique in our industry. We provide equipment sales and turnkey integration for broadcast television stations and professional television production facilities combining conversion, transmission, compression, monitoring, automation, storage, and routing components. Of utmost importance is a working culture built on our core values that are unwavering:

- **Customer-Focused:** Within the partnerships we have developed with our customers and vendors, our customer-focus on Service, Support, and Satisfaction is of the highest priority.
- **Dedicated and Caring:** All employees shall be dedicated to and caring of our customers and each other. Without this internal commitment to support, empathy and kindness, we cannot reach our full potential of dedication and care for our customers.
- **Honest and Ethical:** We always strive to provide the best and most comprehensive solution dependent upon on customer needs and wants, not based on our bottom line. This is how we emerge as, and remain, a trusted partner.

The **Sales Engineer** works with the sales team to offer technical advice on the sale of products, systems and services. It is a sales engineer's responsibility to present the technical and functional aspects of a product or service to our customers and sales representatives. Must be familiar with technical aspects and advantages of HVS sold products and services. This position requires both technical knowledge and sales skills. They are responsible for actively driving and managing the technology evaluation stage of the sales process. The sales engineer will report to the Sales Engineering Manager

## Principal Duties and Responsibilities

- Serve customers by identifying their needs and engineering adaptations of products, equipment, and services.
- Assist Sales with product, service, or equipment technical and engineering information by answering questions and requests; may include Bill of Material (BOM), system design and sales drawings.

- Review quotes and calculate labor as needed.
- Perform Product Qualifications as assigned.
- Provide new product training to the sales team.
- Maintains professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, and participating in professional societies.
- Prepares sales engineering reports by collecting, analyzing, and summarizing sales information, engineering and application trends.
- Customer Support, as required as point of escalation.
- Prepare System Orders for Engineering, as assigned.

## **Required Key Skills and Competencies**

- Bachelor's Degree (BS) or equivalent industry experience.
- Broad technical knowledge of Broadcast Engineering technology and operations.
- Hands on technical experience with broadcast technology, systems and components.
- Team Player
- Excellent communications and presentation skills
- Business travel may be required (USA)
- Working knowledge of Microsoft Office products

***We are looking to hire people with a great attitude and the right personality to be successful. Fitting into our culture here is of primary importance to the person we want on our team.***

Outstanding customer service is our primary focus. We are looking for a person that will fit seamlessly with our team and can fulfill the requirements set forth above. Heartland Video Systems offers a full-time employee benefits package that includes Group Health Insurance, Group Disability and Life Insurance, 401(K) Plan with matching funds, paid holidays, vacation, and personal time, continuing education and advancement opportunities within the company.

If you are this person, we'd love to hear from you by contacting:

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