



## Technical Sales Support Engineer

Traxon Technologies is a global leader in LED lighting systems, offering sophisticated RGB, White and Dynamic White Light solutions for the architectural and entertainment industries. Combining state-of-the-art technology with award winning designs, Traxon develops innovative and sustainable lighting devices for a demanding clientele. From simple Plug 'n' Play products to comprehensive lighting systems, Traxon offers scalable LED applications and fully integrated control solutions. Understanding customers and end users Traxon is a solution-based company with the proven expertise to develop, manufacture and customize solid-state lighting technologies.

**Job title:** Technical Sales Support Engineer

### Job description:

As a member of the European Traxon Technologies office, you are responsible for supporting the account managers and their clients in configuring and programming complete LED solutions as well as the individual products within the total solution. You know the products, and are able to answer detailed questions from clients. You support the account managers in delivering winning proposals and quotations. You transfer product knowledge to employees of selected clients, and perform small group trainings. You represent Traxon Technologies at selected trade shows and exhibitions. You actively manage the development of the demo rooms, in The Netherlands as well as in other European countries. You actively work on sustaining detailed knowledge on the lighting market in general and more particularly on LED developments. You provide input for global product management, contributing to the evolution of Traxon Technologies portfolio based on changing client requirements and LED market evolutions. You work closely together with a senior colleague, and report to the general manager of Traxon Technologies Europe B.V.

### Job requirements:

- Looking for a 1<sup>st</sup> or 2<sup>nd</sup> career step in a highly innovative industry;
- HBO/MBO degree, preferably in electronics or information technology;
- Commercial as well as technology drive
- Eager at working together within an existing network as well as to "dive" into unknown areas, getting to know new people and build new relationships
- Persistence for "closing" and making the numbers
- Strong presentation and influencing skills
- Self-motivated, attitude to do what it takes to win, no "9-to-5" mentality
- Entrepreneurial attitude, high energy level, mixing pragmatism with professionalism
- Fluent Dutch and English, both verbally and in writing
- Ability to organize, prioritize and report

### Job offer:

- Market conform fixed salary;
- Market conform secondary labor conditions;
- Challenging and dynamic informal working environment;
- Opportunity to be at the front edge of a highly innovative technology industry;
- Opportunity for further development, both in technology as well as commercial skills, product and solution knowledge as well as personal leadership;
- Lease car, laptop, mobile phone, etc.

For more information on this position and/ or applying for the job, please contact Lee Richards, General Manager, at [lee.richards@traxontechnologies.com](mailto:lee.richards@traxontechnologies.com). Please send your CV along with the application. We look forward to hearing from you!