

# HOPEWELL DESIGNS, INC.

5940 Gateway Drive • Alpharetta, GA 30004 • (770) 667-5770 • [www.HopewellDesigns.com](http://www.HopewellDesigns.com)

## Technical Sales Engineer

Hopewell Designs, Inc. seeks a Technical Sales Engineer who will help with selling and marketing our state-of-the-art automated calibration systems. Hopewell Designs is an International leader in design, engineering, manufacturing, installation, training, calibration, and service of irradiators, for radiation instrumentation calibration and industrial irradiation applications. We are a small company, but rapidly expanding and require a self-motivated, dynamic, and resourceful Technical Sales Engineer to help us continue to be an innovative industry leader.

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

Essential skills and experience in multiple areas include:

- Proven work experience as a Sales Engineer
- Proven track record selling automated electromechanical systems
- Ability to creatively explain and present complex concepts in an easy to understand manner.

Experience in the *nuclear industry*, especially in the area of *health physics*, is a plus.

Domestic and International travel will be required.

We are looking for a sales engineer that has the ability and desire to take on more leadership and responsibility in business development and advance in the company.

### ***Duties include:***

- Identify current and future customer requirements by actively soliciting new leads through meetings, correspondence, conferences, and on-line media.
- Help maintain and improve marketing literature, specifications, website, and online presence.
- Prepare technical and pricing proposals to meet customers' specifications.
- Follow up on sales leads and proposals to close the order in a timely manner.
- Finalize technical documents to turn over project to the engineering department.
- Promote and represent Hopewell Designs to the nuclear industry.

### ***Desired Skills and Technical Experience:***

- Excellent verbal and written ability to communicate with customers, vendors, and staff.

- 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 in industrial automation, electrical integration, machine design; or equivalent.
- Bachelor's Degree in Electrical, Mechanical, Mechatronics, or Systems Engineering.
- Previous work in the nuclear industry in the areas of health physics, instrument calibration, 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 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](http://www.hopewelldesigns.com). We have a great work environment where innovation and creativity are rewarded – 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: Forward your resume, with salary history & expectations, by email to [careers@HopewellDesigns.com](mailto:careers@HopewellDesigns.com) .