

Job Description

Company: LeCroy Corp.
Position: Sales Engineer
Job Location: Shanghai

LeCroy Corporation is a worldwide leader in serial data test solutions, creating advanced instruments that drive product innovation by quickly measuring, analyzing and verifying complex electronic signals. The Company offers high-performance oscilloscopes, serial data analyzers and global communications protocol test solutions used by design engineers in the computer, semiconductor and consumer electronics, data storage, automotive and industrial, and military and aerospace markets. LeCroy's 45-year heritage of technical innovation is the foundation for its recognized leadership in "WaveShape Analysis" -- capturing, viewing and measuring the high-speed signals that drive today's information and communications technologies. LeCroy is headquartered in Chestnut Ridge, New York. Company information is available at <http://www.lecroy.com>.

With our **high-tech work environment and leading-edge products**, we resemble a recent start-up. Yet with our savvy leveraging of core technologies, significant R&D investments, and increasing annual sales revenues, we've clearly demonstrated our financial stability and staying power. We've proven ourselves smart beyond our years and agile enough to respond quickly to marketplace conditions. This winning combination makes working at LeCroy compelling, challenging, and most satisfying.

We invite you to learn more about exciting career opportunities at LeCroy and become part of our winning team.

Responsibilities:

1. Achieve sales revenue target in assigned territory and accounts.
2. In charge of the entire selling process, from prospecting and qualifying potential customers, proposing, quoting and configuring solutions, to negotiating and signing contract, and driving solution delivery.
3. Develop customer relationship, meet customer satisfaction.
4. Report to District Sales Manager, work closely with other sales engineers and application engineers in the field, as well as channel partners.
5. Organize seminars, trade shows, and other programs to create market awareness for LeCroy.

Requirements:

1. Bachelor degree or above, Major in Electronic Engineering, Electrical Engineering, Communication or relevant technical background.
2. Excellent communication skills and teamwork spirit.
3. Strong written and verbal skills in English and Chinese is MUST, familiar to use MS office
4. A self-motivated energetic team player with excellent interpersonal skills, eager learner and working with high commitment.
5. Experience in social activities during college, such as student union, is plus
6. Willing to travel (most often in surrounding cities or provinces) up to 50% of working time.

Please send you email to: Joyce.yin@lecroy.com