

Sales and Application Engineer

Our Company

Want to work for a great company, where your work matters, and the people are awesome? Well, we love it here, and we are looking for a Sales and Application Engineer to join our team and help us change the world.

Imagination International Inc. (III), is a PNW company with a homegrown spirit and a global vision. We believe creativity is a precious thing, and we want to see it flourish. Our commitment to our founding value of world peace is expressed in our commitment to encouraging creativity, and the arts that naturally flow from that creativity.

III is located in Eugene, Oregon, and is the exclusive North American distributor of Copic Markers, X-press It, SenseBook, Kirarina, Hot Ribbon, and numerous other art and craft products; is the distributor of Tommy Arts products for the Western hemisphere; is the manufacturer and exclusive worldwide distributor of Terial Magic; and is the manufacturer of the industry standard ImagiLux ultra-thin LED light panel.

Position Summary

Imagination International Inc. is looking for a qualified and enthusiastic candidate for the position of Sales and Application Engineer with our ImagiLux product. This individual will be dedicated to learning ImagiLux LED panels in detail, and understanding the process from idea to completion. This encompasses knowledge of the panel's design and manufacture process, multiple application scenarios, and common customer needs. With this knowledge this person will actively work with clients to provide high quality customer service, accurate quotes, and follow through on projects at each step. In addition, this person will work in assisting the sales managers on existing projects as needed. This is an inside sales role, but occasional travel may be required to attend industry trade shows.

Responsibilities

- Provide inside sales assistance to sales managers
- Provide customers with estimates and respond to inquiries
- Manage client relationships
- Answer and respond to customer calls and emails in a timely manner
- Provide quotes to customers and perform order processing
- Confer with customers and engineers to determine the best situation for the customer's application
- Work with customers to determine their application requirements
- Work with customers to satisfy their requirements

Qualifications

- At least 3 years of prior customer service experience
- Familiarity with Sales and Project Management principals
- Computer literacy with Microsoft Office, Google Docs, PC based
- 1 year of office experience
- Experience in technical sales
- Familiarity with AutoCAD and Solidworks preferred, but not required
- Familiarity with basic manufacturing processes a plus, but not required
- Familiarity with basic construction concepts a plus, but not required

Skills

- Strong verbal and written communication
- Professionalism on the phone and in emails with customers
- Team-oriented
- Organized and dedicated to follow-through
- Driven to help customers
- Self-motivated and eager to learn
- Strong attention to detail
- Able to multi-task
- Able to manage stress positively
- Detail oriented, and a passion to get the details right

We will prioritize applicants with good references.

This is a full-time position located in Eugene, Oregon.

Please email your cover letter and resume to careers@iii.global.



Imagination International, Inc. provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics. In addition to federal law requirements, Imagination International, Inc. complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.