



DAICO INDUSTRIES, INC.

Technical Sales Associate

We are seeking a Technical Sales Associate to join our team. Candidate will be responsible for assisting with the direct sale of company products within the US.

Duties and Responsibilities include, but are not limited to:

- Assist and support the Sales/Marketing Department.
- Present Daico's product offerings and services to clients.
- Create and support positive relationships with current customer accounts while developing new customer opportunities and sources.
- Keep contact with existing clients through regular emails and phone calls.
- Assist with preparing quotes and writing proposals for customers; will be responsible for other administrative duties.
- Assist with entering/updating purchase orders into MRP (Business Central) as needed.
- Interact with the sales, engineering, procurement and production teams to ensure customer project requirements are met.
- Potential occasional travel: May call on prospective customers in person and support conferences and trade shows if needed.
- Stay abreast of industry trends relating to military RF electronics.

Education, Qualifications & Experience:

- Minimum AA Degree in technical field, business or other related area.
- Minimum 1 year Experience in sales/technology environment.
- Demonstrated knowledge, skills, and abilities necessary to perform the required duties.
- CRM Experience, Ability to negotiate and manage business relationships.
- Detail-oriented, Excellent written and verbal communication skills.
- RF/MW familiarity is beneficial.
- Military Electronics: 1 year (Preferred)

The hourly rate for this role is \$24.00-\$30.00 per hour; however, Daico Industries considers several factors when extending an offer, including but not limited to, the role and associated responsibilities, a candidate's work experience, education/training, and key skills.