



Job Description

Job Title: Technical Sales Representative
Department: Technical Sales

Company Description:

Spirit Electronics is a veteran-owned, woman-owned value-added supplier of high reliability components, engineering services and superior supply chain solutions. With a history rooted in serving the military and space industries, Spirit strives to be a valued partner to key technology sectors. As an award-winning distributor, Spirit delivers authorized products and a range of value-added services, including SMI/VMI, foundry access, electrical and environmental testing, design, assembly, and end-of-life management.

Position Overview:

The Technical Sales Representative plays a vital role in driving sales growth and expansion for Spirit's engineering services and technical business units. This position combines technical expertise with sales acumen to effectively promote and sell Spirit's engineering services, MIL-STD testing, foundry services, and assembly solutions. The ideal candidate will serve as a key liaison between Spirit and our customers, translating complex technical information into clear value propositions and ensuring customer satisfaction throughout the sales process. The Technical Sales representative will support customer relationships in coordination with the Account Representatives on the Corporate Sales team.

Essential Job Functions:

- Develop and maintain strong relationships with existing and potential customers in the aerospace and defense industry
- Identify new sales opportunities and expand Spirit's market presence
- Conduct technical presentations, demonstrations, and tours to showcase Spirit's value-add and engineering services capabilities, including foundry services, MIL-STD testing, and circuit card assembly
- Collaborate with internal teams (engineering, account representatives, program managers) to develop customized solutions that meet customer requirements
- Prepare and deliver compelling sales proposals, quotations, and technical specifications
- Negotiate contracts and close deals while ensuring compliance with company policies and industry regulations
- Provide technical support and guidance to customers throughout the sales cycle and beyond
- Stay up-to-date with industry trends, technological advancements, and competitor activities to effectively position our products and services
- Participate in trade shows, conferences, and industry events to promote Spirit and generate leads
- Accurately forecast sales pipeline and report on sales activities, opportunities, and results

NOTE: This job description is not intended to be all-inclusive. Employee may perform other related duties as negotiated to meet the ongoing needs of the organization.



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- Work closely with the Business Development team to align sales strategies with overall company growth objectives
- Assist in gathering market intelligence and customer feedback to inform Spirits service development and improvements

Requirements:

- 5+ years of technical sales experience within the aerospace and defense industry
- Bachelor's degree in engineering or related technical field; technical background a must
- Strong understanding of microelectronics, semiconductors, and EEE components used in aerospace and defense applications
- Knowledge of MIL-STD testing procedures and requirements
- Familiarity with supply chain logistics and inventory management concepts in the context of aerospace and defense manufacturing
- Excellent communication and presentation skills, with the ability to build relationships at various levels of an organization
- Proven track record of meeting or exceeding sales targets in a B2B or government sales environment
- Strong presentation and negotiation skills, with the ability to articulate complex technical concepts to both technical and non-technical audiences
- Proficiency in CRM software, ERP software, and MS Office suite, especially Excel
- Willingness to travel for customer meetings, industry events, and business development activities
- Ability to work independently, prioritize multiple tasks, and meet deadlines in a fast-paced, dynamic environment.
- Strong organizational skills and attention to detail

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