

Business Development/Technical Sales

Location: On-site (Full-Time)

About Us

We are an advanced sensing technology company specializing in fiber optic pressure, temperature, and distributed acoustic sensing (DAS) solutions. Our products are deployed in demanding environments including oil & gas wells, geothermal systems, and gas turbine engines, where reliability and precision are critical.

We are experiencing strong growth and are looking to expand both within our existing markets and into new application areas.

Position Overview

We are seeking a highly motivated Business Development/Technical Sales professional to drive revenue growth, expand our customer base, and identify new market opportunities. This role requires a blend of technical understanding and commercial execution.

Key Responsibilities

- Identify, develop, and close new business opportunities in oil & gas, geothermal, chemical processing and aerospace sectors
- Expand existing customer relationships and increase order volume
- Prospect and develop new markets where our products provide unique value
- Work closely with engineering teams to align customer needs with product capabilities
- Prepare and deliver technical presentations, proposals, and quotations
- Attend industry conferences, trade shows, and customer visits
- Track sales pipeline and provide regular forecasts and market feedback

Required Qualifications

- Bachelor's degree in Engineering, Physics, or related technical field
- 3+ years of industrial experience (energy, chemical processing or aerospace sectors preferred)
- Strong understanding of sensing technologies, instrumentation, or fiber optics (preferred but not required)
- Excellent communication and presentation skills
- Willingness to travel as needed

What We Offer

- Competitive salary + performance-based incentives
- Benefits including retirement, PTOs and HSA
- Opportunity to work with cutting-edge sensing technologies
- High impact role with direct contribution to company growth
- Collaborative, engineering-driven environment

How to Apply

Please submit your resume and a brief summary of relevant experience to hr@sentekinstrument.com.