RF Product Specialist

# Introduction

Rohde & Schwarz develops, produces and markets innovative products for test and measurement, broadcast and media, cybersecurity, secure communications and monitoring and network testing areas. Founded 85 years ago, the independent company has an extensive sales and service network in more than 70 countries.

# Job Description

With a growing product portfolio and customer base, we are looking for a talented and enthusiastic product specialist that will thrive in a busy sales environment.  The successful candidate will play a fundamental role in supporting our sales team across a European regional area to achieve ambitious revenue growth objectives. You must have good interpersonal skills, be comfortable presenting and discussing our solutions, and working as part of a busy sales team.

# Main Tasks

* Grow R&S market share by driving product development, sales and marketing activities
* Pre/Post-sales support including customer demonstrations, technical seminars and trainings
* Identify test and measurement challenges in the market and create competitive advantages by providing customer specific applications
* Actively contribute to customer and sales training as well as trade fairs
* Assist the sales force to meet or exceed sales quota through provision of technical expertise
* Provide technical feedback and new customer requirements to both product management and development

# Requirements

* Degree in Electronics/Electrical Engineering/Wireless Communications/High Frequency Technology or Physics
* Practical working knowledge of the RF and microwave industry as an electrical engineer
* Experience of RF technologies and applications
* Strong analytical skills with a focus on technology, market, competition and customer requirement trends
* Experience in a technical, high quality and customer service driven sales environment
* Knowledge and working understanding of software programming for measurement equipment using common tools and languages found in today’s market
* Action orientated and strong team work abilities
* Proficiency to self-assess and prioritize activities
* Enthusiasm for solving complex problems and bringing solutions to customers
* Ability and willingness to travel globally on a regular basis
* Excellent customer facing and inter personal skills
* Excellent verbal and written communications skills
* Strong listening and presentation skills
* A desire to build a career in technical sales
* UK National
* Full and clean driving license