

Open position: Field Sales Engineer

National Instruments transforms the way engineers and scientists around the world design, prototype, and deploy systems for test, control, and embedded design applications. Using NI open graphical programming software and modular hardware, customers at more than 30,000 companies annually simplify development, increase productivity, and dramatically reduce time to market. From testing next-generation gaming systems to creating breakthrough medical devices, NI customers continuously develop innovative technologies that impact millions of people.

National Instruments employs more than 6,000 employees worldwide, and is professionally and conservatively guided by an experienced executive management team – including two original cofounders and many officers who started their NI careers more than 15 years ago. Great management and historical growth has made NI a highly stable workplace offering many attractive characteristics and benefits.

Our culture is based on a foundation of trust. At NI, we hire talented people with strong integrity and work ethics, and then manage using a few fairly simple guidelines that help us make good decisions. In addition to providing a great work environment, we offer employees an attractive and competitive compensation and benefits plan that features many different components. We seek employees who want to develop their career at a good company over the long term, so we also invest in training and development opportunities to keep our employees challenged.

In 2011, with the launch of its inaugural list of the “World’s Best Multinational Workplaces”, the Great Place to Work Institute has ranked National Instruments number 18 among the top 25 multinational companies to work for in the world.

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Field based position in Porto Alegre, Rio Grande do Sul.

Focus on territory activity and technical knowledge.

Maximize interactions through seminars, customer visits, and proof of concepts.

Learn foundation Sales skills (open, probe, support, close) to convert support calls into sales activity.

Good written and verbal communication skills and solid presenter skills.

In depth functional knowledge for all NI products to deliver excellent support to customers.

Target key accounts and opportunities.

Effective time manager in support of high levels of training and development activity.

Requirements:

Graduation as Electrical/Electronic/Mechatronics Engineering or Engineering Technologist.

Fluency in English.

Graduation as Electronics/Electric Technician is desirable.

Benefits:

Market-competitive compensation plan supplemented by many other employee benefits, including:

Meal and transport allowance

Tuition assistance for approved degree plans

Medical plans

If you would like to be considered, please send your resume to:
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