



JOB OFFER

TECHNICAL SALES ENGINEER (M/F)

TEST & MEASUREMENT

ENVIRONMENT

With nearly 40 years of expertise in France and abroad, HGHI Infrared Systems has become an international reference in the field of infrared technology. A French high-tech SME specialized in the design and manufacture of optronic equipment for industrial, civil and security/defense applications.

HGHI Infrared Systems is currently developing three product families:

- A complete range of test and metrology equipment (black bodies, IR and near IR collimators, universal maintenance bench for optronic systems, characterization bench of the PIFRA).
- Infrared scanners, for non-contact temperature measurement
- Innovative cameras dedicated to the day and night surveillance of extended sites and to the automatic detection of intrusions into sensitive areas

As the undisputed leader in optronic instrumentation with a constantly growing turnover, we are now operating in fast-growing markets that are generating ever-increasing demand.

To learn more about our technology, please visit www.hgh.fr (site in English and Chinese).

In order to increase the sales of our Test & Measurement department, we are currently looking for a **Technical Sales Engineer** to reinforce our team.

POSITION

- Technical Sales Engineer
- Department: Test & Measurement.
- Location: Beijing.
- Frequent travelling throughout China.

MISSIONS

- You will join the Electro-optical Test and Measurement team and will be in charge of canvassing the major players in the sector (laboratories, manufacturers, research centers, etc.), you also identify new customers or potential partners.
- You take part in trade shows, make technical-sales proposals, negotiate with customers and partners, contracts and ensure the commercial follow-up of the products sold.

PROFILE

- Engineering / Technical education
- Commercial experience of at least 3 years, in a technical environment.
- Ability to listen to your technical interlocutors, analyze their needs and have a synthetic spirit.
- Know how to dialogue with customers and convince them.
- Taste for challenge to accept ambitious goals in a competitive high market growth environment.



- This position requires autonomy, rigor and great interpersonal skills.
- Fluency in English (written and spoken) is essential.

ADVANTAGES

- A company that has made innovation a passion and places the well-being of its employees at the heart of its concerns
- Professional development opportunities
- Strong team spirit values, sense of service, trust and friendliness

The ideal context to valorize the technical and human knowledge acquired during a first professional experience.

The position is based in Beijing

This position involves frequent travel.

Position to be filled immediately.

Application to be sent to: xi.zhao@hgh-infrared.com