

DISPLAY ENGINEER (SALES ENGINEER)

The Role:

- Must be on site in Hopewell Junction, NY
- Must be authorized to work in the United States without company sponsorship

The Display Engineer (Sales Engineer) will support display development and product characterization. This role will develop and validate optimum settings and operating conditions for micro display products across multiple application domains and support display test systems design and development.

The role will also serve as a Sales Engineer – a key technical advisor and trusted partner to both the business development team and prospective customers. This role must combine deep technical knowledge with strong communication and relationship-building skills to demonstrate product value; design tailored solutions and support the successful closing of sales opportunities. This role will ensure customers understand how our products solve their challenges, while providing feedback to internal teams to continuously improve our displays.

RESPONSIBILITIES

Display Engineer Functions

- Manage the micro display product characterization and reliability activities for current products and new developments.
- Develop support hardware and software for display evaluation (full temperature range)
- Develop and validate micro display operating settings to support customer applications
- Maintain and update product datasheets.

Sales Engineer Functions

- Partner with Business Development team to identify, develop, and close opportunities.
- Serve as the technical lead during customer engagements, presentations, demonstrations, and RFP responses.
- Translate customer requirements into tailored solutions, ensuring feasibility and alignment with display capabilities.
- Deliver clear, compelling product demonstrations and technical presentations to both technical and non-technical audiences.
- Provide pre- and post-sales technical support, ensuring a smooth transition from sales to implementation.
- Act as the voice of the customer by relaying market and technical feedback to product management and engineering.
- Develop and maintain deep knowledge of eMagin's displays, competitive offerings, and industry trends and new technology developments.
- Create and maintain technical sales collateral, proposals, quotations and supporting documentation.
- Build and sustain trusted customer relationships to support long-term partnerships.

REQUIREMENTS

- Bachelor's degree in electrical engineering, or other related engineering fields.
- At least 4 years of experience with flat panel display product engineering.
- At least 3 years of experience with technical sales, solutions engineering, or a customer-facing technical role.
- Working experience with display metrology.
- Working experience with Visual Studio (.Net), visual basic, C# and Python.
- Working experience with SQL database queries.
- Excellent communication, presentation, and interpersonal skills with the ability to influence both technical and executive audiences.
- Proven track record supporting sales processes and contributing to revenue growth.
- Ability to work independently as well as collaboratively across teams.
- Willingness to travel 25% of the time.