

Product Manager / Sales Engineer

Cambridge Pixel develops specialist software and hardware products for radar and video processing with applications in military radar, commercial shipping, air traffic control and security markets. A winner of a Queen's Award for Export in 2015, Cambridge Pixel's specialist products are sold in over 40 countries.

We are looking to expand our team with a Product Manager who can bring strong technical and communication skills, ideally with some experience of the radar market. Flexibility is a key feature of the role. The successful applicant will assist with the sales process (customer visits, proposals, demonstrations, exhibitions etc), take the lead with product marketing material (data sheets, brochures, web content, videos, distributor information), assist with the specification of new products, and provide technical guidance to customers both pre and post sales.

We aim to provide highly responsive technical support and information to our customers and sales representatives. It is therefore likely that you will have experience in software development or sales and we are particularly interested in experience with radar markets. You will also have a strong technical background. Our products are used a part of complex installations in navigation, command and control and security, so an ability to communicate clearly and effectively to customers around the world is essential. A proven ability to write and present complex technical material clearly is important for this role.

Located in a modern office building in an out-of-town location near Royston, Herts, we offer a competitive salary, performance-related bonus and excellent benefits.

Key Requirements

- Good degree preferably in engineering, computing or maths
- Excellent written and oral communication skills
- Proven experience in product marketing or sales engineer
- Some experience in radar markets and software highly desirable
- Commercial experience essential
- Overseas travel (estimate 15-20 days per year)
- Enthusiasm and interest in what we do

Key Responsibilities

- Market analysis, competition analysis
- Pricing strategy
- Product roadmap
- Requirements capture
- Prepare marketing material, newsletters, white papers
- Support to sales

What we can offer

- Excellent working environment
- Competitive pay
- Performance-related bonus
- Health care
- Life assurance
- Pension contribution

Email your details to: recruitment@cambridgepixel.com

No Agencies Please

