

Job offer: Technical Sales Engineer

Date: 26/03/02

## Company Overview

TEXYS is an innovative SME from the Nièvre region, founded nearly 25 years ago, with its headquarters based in Varennes-Vauzelles, Nièvre. The company now has more than 45 employees spread across 5 sites: Varennes-Vauzelles, Nevers and Paris (France), Indianapolis (USA), Karlsruhe (Germany), and has a broad export customer base.

TEXYS is recognized for its expertise in various technologies: infrared temperature measurement, fiber optic sensors, strain measurement, wireless RF communication, signal conditioning, etc. Texys has recently expanded its field of expertise with fiber optic measurement technologies and integrated Bragg grating networks, respectively through the brands Optel-Texys and LGS by Texys. We design, develop, manufacture, and market our wide range of TEXENSE® sensors for embedded measurement and monitoring. Our products and services are widely used in various industries: motorsport (notably Formula 1™, NASCAR™, Indycar™, Moto GP™, Endurance and Rally), aeronautics, aerospace, automotive (manufacturers and suppliers), marine, shipbuilding and rail.

As part of this expansion, TEXYS America is looking for a **Technical Sales Engineer**.

## Qualifications

### Education

Bachelor's degree in Engineering (Mechanical, Electrical, or related discipline). Equivalent demonstrated technical capability will be considered.

### Experience

- 1–3+ years in technical sales, applications engineering, or race team engineering.
- Hands-on knowledge of sensor technology and test & measurement systems.

## Position & Responsibilities

Texys America is seeking a technically strong and customer-focused Technical Sales Engineer to drive sales of advanced test and measurement solutions. This externally facing, field-based role is responsible for developing and managing key accounts across motorsports and related industries. Reports to the USA Sales Manager.

## Skills Required

### Sales & Revenue Generation

- Own the full sales cycle from prospecting to closing.
- Generate new business and expand existing accounts in motorsport with some industrial customer duties.

- Deliver technical presentations and demonstrations.
- Represent Texys America at trade shows and industry events.

### Technical & Commercial Support

- Provide advanced technical consultation. Including support at racing events.
- Should be proficient with sensors and CAN protocol.
- Recommend and configure appropriate solutions.
- Collaborate with internal engineering and service teams.

### Account & Relationship Management

- Develop and maintain relationships with key accounts.
- Serve as a trusted advisor to engineering teams.

### Systems, Process & Reporting

- Maintain CRM documentation.
- Track opportunities and forecasts.

## Contract Type

The position is offered on a permanent contract (CDI) – starting as soon as possible.

## Location

At the TEXYS America in Indianapolis (Indiana).

## Compensation Structure

**Base Salary:** Competitive, commensurate with experience.

**Variable Compensation:** Commission based on revenue, margin, and strategic account growth.  
Performance Incentives: Annual target-based bonus structure.

**Travel Reimbursement:** Company-paid travel expenses per policy.

**Benefits:** Health insurance, retirement plan, paid time off, and professional development support.  
Compensation plans are subject to annual review and individual agreement.

## Equal Opportunity Statement

Texys America is an Equal Opportunity Employer. Employment decisions are based on qualifications, merit, and business needs without regard to any protected status.

## Contact

TEXYS America

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