

June 23, 2022

**POSITION**

Senior Sales Engineer

**REPORT**

VP of Global Sales and Customer Success

**FULL TIME / PART TIME**

Full Time

**LOCATION**

Remote

**DURATION**

Permanent Position

Align and demonstrate the Novolyze platform to prospect / customer needs

**ACTIVITIES & MISSIONS**

- Collaborate with enterprise sales reps and industry experts to provide value driven, solution aligned demonstrations.
- Join and lead C&V-Level executive conversations in a consultative manner in demonstrating the Novolyze solutions that will bring value to their enterprise
- Embrace a solution where patented science meets cutting edge technology and the average ROI is in the millions
- Align the Novolyze solution to the needs of the prospect/customer and present the solution to stakeholders and influencers in the process food & beverage manufacturing space

**PROFILE & REQUIREMENTS**

Technical skills

- Degree or equivalent experience in manufacturing systems, industrial automation, food science or information systems management
- 5+ years of experience presenting / demonstrating complex business solutions (ERP, Inventory, Quality, Production / Operations)
- Creative, consultative, and a strong communicator
- 5+ years managing SaaS solutions

- Skilled in Microsoft Office (Excel, PowerPoint, Word, and Visio).
- Working knowledge of Food Safety Compliance, Cost of Quality, OEE, Continuous Improvement, Statistical Process Control, HACCP, Validation, GFSI
- An experience and/or a background in factory, manufacturing systems or food production would be a plus
- An experience with information management systems, Setup and maintenance of demonstration environments Join and lead discussions with prospects/customers around would be helpful
  - Food Safety Compliance
  - Cost of Quality
  - OEE
  - Continuous Improvement
  - Statistical Process Control
  - HACCP
  - Validation
  - GFSI

#### Soft skills

- Self-starter with strong motivation to succeed.
- Committed to customer satisfaction and a passion for customer success.
- Ability to work independently and through teams, at multiple organizational levels.
- Ability to multi-task, prioritize and handle issues/escalations under pressure, and manage multiple projects.
- Eagerness to learn new skills, grow professionally, and take on new challenges.
- Ability to travel to prospect/ customers sites and industry events (40%).
- Be a leader!

## ABOUT NOVOLYZE

Novolyze is a rapidly growing company that empowers the food & beverage industry to enhance food safety & quality performance in a rapidly changing environment. We offer application-driven, tech-enabled solutions to activate a groundbreaking, holistic approach to food safety and quality. We leverage the power of IoT and cloud computing to unify food safety and quality data, transform them into actionable insights, and enable real-time decision-making.

Our team is composed of experienced food safety & quality professionals offering cross-functional expertise in microbiology, process engineering, risk assessment, SaaS solution engineers and many others. At Novolyze, we all share the same passion for making the foods we eat everyday safer while improving the sustainability of food production systems. Our values encompass Customer Success, Boldness, Team Spirit, Agility & Impactfulness.

Novolyze Inc. provides:

- A clear growth perspective
- A professional and dynamic team with a global, footprint, vision and mindset
- An exciting, international, multicultural working environment
- Working for a mission-driven business with a meaningful challenge making a positive impact on food safety and quality industry
- Competitive compensation
- Health benefits - medical, dental, and vision
- 401K
- Unlimited paid time off
- Choice of PC or Mac
- Gym (at our Bethesda office)

If you have a desire to grow with a dynamic company, make a major difference within the organization, and thrive working in a fast-paced environment, then this opportunity may be for you.

## APPLICATION

If you are interested in this position, please send your CV + cover letter to [talents@novolyze.com](mailto:talents@novolyze.com)

Novolyze prohibits all discrimination and encourages diversity in all forms. Novolyze is committed to respecting the diversity of its employees and to providing them with an inclusive work environment.