



Junior Sales Engineer

Position Description

Department: U.S. Sales	Reports To: Director of Sales US & Canada
FLSA Status: Salaried, Exempt	Position Status: Full Time
Position Location: Northeast U.S.	Updated: 5/20/26

Employee Receipt

I have received and read this position description and can perform the essential functions of the job as well as the physical and work environment demands, and agree to perform accordingly.	
Employee Signature:	Date:
Print Name:	

Summary of Position Functions

Copper Mountain Technologies seeks a Junior Sales Engineer to join its growing sales team. Our VNAs are next-generation analyzers designed to meet the needs of 21st-century engineers. Our USB VNAs include an RF measurement module and a processing module - a software application which runs on Windows or Linux devices with x86 or ARM processors. CMT VNAs are used by NASA, multiple National Labs, NIST (National Institute of Standards), and thousands of companies developing autonomous vehicles, quantum computing, satellite communications, aerospace, defense, medical, and other solutions that rely on RF (radio frequency) technology. CMT was awarded multiple innovation and product leadership awards by Frost & Sullivan. The successful candidate will have a technical background and the personal drive to grow sales in their assigned territory by providing applications and pre-sales support to customers and prospects.

Essential Position Functions

- Responsible for growing sales and managing sales activities in a geographical territory under the guidance of the Director of Sales



- Provides pre-sales technical expertise to potential customers by conducting technical presentations, product demonstrations, and providing application support
- Explores new markets and industries to provide growth avenues for the company
- Solicits feedback and provides it to internal teams on current and future products by conducting market research supported by on-going visits to existing and potential customers
- Consistently provide exemplary customer service during pre-sales and post-sales activities
- Represents Copper Mountain Technologies at industry trade shows and conferences

Note: The statements contained herein describe the essential functions of this position but should not be considered an all-inclusive listing of work requirements. Individuals may perform other duties as assigned, including work in other areas to cover absences or relief to equalize peak work periods or otherwise balance the workload.

Education, Qualifications, Skills

- Degree in Electrical Engineering preferred, with a background in RF and microwave theory.
- Familiarity with Vector Network Analyzers and their operation, with an understanding of RF and test & measurement applications
- Recent college graduate, or 1-2 years of experience as a Sales Engineer or similar position, incorporating the delivery of technical solutions to customers
- Ability to travel a minimum of 50% of the time within the territory
- Strong organization skills and the drive to meet and exceed sales goals as part of a growing technology company
- Able to work in a fast-paced environment, is flexible and adaptable
- Strong communication skills. Able to articulate complex solutions and strategies to customers

Certifications, Licenses, Registrations

Valid driver's license