

Sales Engineer

About JoeScan

JoeScan designs and manufactures high-performance 3D scanning hardware for sawmills. Our technology plays a mission-critical role in optimizing yield, improving efficiency, and driving smarter manufacturing decisions. We are a technical company serving a highly technical industry — and we take pride in building products that work reliably in demanding, real-world conditions. To meet our near and long term challenges, we are seeking individuals who are humble yet tenacious, passionate about learning but biased towards action, and who enable teamwork by inspiring others and making strong individual contributions wherever they can add value.

JoeScan offers competitive salaries and excellent benefits, including 401k, profit share, medical, dental, and disability insurance (**all 100% premium paid**) as well as an industry leading PTO policy. For those who enjoy biking to work or going out for a midday run, our offices have a shower. JoeScan is an equal opportunity employer.

Position Responsibilities

We are seeking a technically strong, customer-oriented **Sales Engineer** to support and grow relationships within the sawmill industry. This is a high-impact, early-career-friendly role ideal for a new graduate who wants to combine engineering knowledge with customer interaction and real-world problem solving.

As a Sales Engineer at JoeScan, you will work at the intersection of engineering, sales, and product development. You will partner with customers to understand their operational requirements, help define scanning solutions, and support the sales process with technical expertise. You will also help guide product improvements and future development.

This role is critical to JoeScan's success: our customers rely on our scanners for production decisions, and you will help ensure our solutions meet their technical and operational needs.

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What You'll Do

- Engage directly with sawmills, OEMs, and integrators to understand application **requirements** and operational constraints
- Provide **technical support** throughout the sales cycle, including solution scoping, system configuration, and requirements clarification
- Translate customer needs into clear **technical specifications** for internal teams
- Support **product demonstrations**, evaluations, and customer trials
- Collaborate with engineering to ensure proposed solutions are feasible, scalable, and aligned with **product capabilities**
- Assist in developing **account strategies** alongside company leadership
- Analyze **market feedback** and communicate insights that influence product roadmap and executive decisions
- Become a trusted **technical resource** for customers evaluating new and existing JoeScan products

What We're Looking For

- Bachelor's degree in **Engineering** (Mechanical, Electrical, Computer, Industrial, or similar), **Computer Science**, or related technical field
- Strong **technical aptitude** and the ability to understand complex systems
- Ability to discuss detailed technical **requirements** confidently with customers
- Clear **communicator** — able to explain technical concepts to both engineers and operators
- Analytical mindset with strong **problem-solving skills**
- Interest in industrial equipment, **automation**, manufacturing, or 3D measurement technologies
- Willingness to **travel** to customer sites and trade shows as needed

Bonus Points

- Internship or project experience in industrial **automation**, controls, vision systems, or manufacturing
- Familiarity with PLCs, **machine integration**, CAD, or industrial networking
- Experience **presenting technical material** to customers
- Language skills in **French, Spanish, or Portuguese**

How to apply

Please send resumes to jobs@joescan.com.

In the body of your email, briefly tell us about your favorite sci-fi character.

Salary Range: TBD

Benefits:

100% Paid Single/Family Medical

100% Paid Single/Family Dental

100% Paid \$50,000 Life Insurance Policy

100% Paid Short Term & Long Term Disability Insurance

100% Paid WA PFML

100% Paid WA WC Insurance