

**Applications Engineer (Product Specialist)
Dental CAD/CAM Solutions
In Asia Pacific**

SensAble Technologies, Inc.
www.sensable.com

Description:

This is a great opportunity for an outgoing, motivated lab tech or dental industry professional to work at a dynamic high-tech company and contribute to the company's success in the dental CAD/CAM industry. The Applications Engineer is a product specialist and a very important member of the sales team. The position is based in Japan (Osaka or Tokyo) and will require occasional trips to the U.S. as well as travel throughout Asia. As a SensAble employee, you will support our Resellers, primarily in Japan and Korea, but other Asian countries as well.

SensAble is an established company located in Woburn, MA that markets next-generation 3D CAD/CAM solutions to manufacturing companies, medical and dental organizations, universities and independent designers. Founded in 1993, SensAble has over 6,000 systems installed worldwide. Our dental CAD/CAM offering was launched this year, and is growing at an incredibly fast pace.

The Applications Engineer for Dental Solutions is responsible for supporting the sales efforts of our resellers. This will include training our resellers, assisting with customer demonstrations (initially), helping the resellers understand and convey the value of The SensAble Dental Lab System to lab owners and lab technicians and helping the resellers turn interested prospects into customers. The Applications Engineer is the interface between SensAble headquarters in Boston and the Resellers and Customers in Asia.

Responsibilities include making customer visits with the resellers, assisting with web-based and online demonstrations, training resellers on sample model creation, how to conduct applications benchmarks and supporting marketing events such as seminars, webinars and shows. A limited amount of post-sales support may include training, funneling product requests into product management and ongoing customer follow-up. The position will require the Applications Engineer to travel, primarily in Japan and Korea.

The ideal candidate will have experience in a dental lab designing and fabricating partial frameworks, crowns and bridges, and be able to produce compelling dental restorations with the SensAble Dental Lab Design system, a state of the art "force feedback" computer 3D modeling system.

The Asia Pacific Applications Engineer must have good English skills, both written and verbal, and be able to work independently.

Basic Qualifications Include:

- Proven partial framework, crown & bridges design and fabrication expertise is required. A Certified Dental Technician (or equivalent) is preferred
- Outgoing personality, enthusiastic and passionate. Able to convey the benefits of the SensAble Dental Lab System to lab owners and lab technicians.
- Results driven, understands what it takes to be part of sales and close business.
- Self-sufficiency. As the only dental employee in Japan, you must be resourceful and able to problem solve with limited assistance.
- In-depth knowledge of at least one dental CAD/CAM system is preferred.
- Computer competence is a requirement. Experience with Windows, Microsoft Office, basic Internet and networking skills also a plus.
- Must be comfortable on the phone and in webinars supporting customers, as well as possess good verbal and written communication skills.
- Must possess good time management, organizational and decision-making skills
- Technology-savvy; must be able to accurately promote products, solutions, and services
- Able to work in a small, fast-paced, start-up environment. You should be nimble, flexible and most importantly, you want to make a difference.
- Promote a positive and professional corporate image on the phone and in person
- Provide management with feedback on an on-going basis regarding competitive information, customer issues, marketing issues, or any other pertinent information gained from customer contact.

Position Requirements:

- Must have a minimum of 4 years hands-on experience as a Lab Technician creating partial frameworks, crowns and bridges. Hands-on knowledge of traditional survey, blockout, waxing, investing and casting methods is preferred.
- Knowledge of the dental design and fabrication processes for dental prosthetics is required
- 3D work done with the use of any CAD/CAM (computer aided design) program
- Demonstrated pattern of achieving results and objectives in previous roles
- Creative skills a plus
- Results-driven personality
- Certified Dental Technician, Associates or Bachelor's Degree or equivalent work experience.

Excellent compensation package with performance incentives for meeting sales targets.

Please submit your resume to jlockhart@sensable.com.