



ProPhotonix is seeking qualified **technical sales application engineers** to help aggressively grow our laser module, diode distribution, and LED systems revenue. Responsibilities will include but are not limited to: technical support for laser modules, laser diodes, and LED systems (both standard and custom products); working with customers to define needs/specifications; participating in and preparing quotations and customer responses; utilizing Customer Relationship Management (CRM) system in real-time; collaborating with production management and sales to meet the customers' needs and providing Marketing with basic technical content for White Papers and Application Notes.

*Candidate must be a team player as you will be working with customers, engineering, sales, marketing, and production.*

### **Requirements**

- Strong written and oral communications skills
- Comfortable working directly with customers via telephone or in person
- Understanding of cost modeling, bill of materials, and project planning
- Experience with lasers, LED systems, optics, and associated markets is a plus
- Travel requirement less than 25% though potentially higher at times
- Our business depends on high quality information sharing. You will participate in weekly, monthly, quarterly meetings to assist the organization in understanding our customers' requirements with a view to the future as well as actions today.
- English required. Foreign language a plus

### **Qualifications**

- Diploma or higher in optics, electrical engineering, applied physics, or related areas is required
- At least 3 years experience in sales application engineering in a technology enterprise
- Experience with bill of materials and Enterprise class MRP systems a plus
- Experience using SalesForce.com or other enterprise class CRM system a plus
- Excellent organization skills
- Project management skills a plus

### **Compensation**

Base salary will be commensurate with experience and education level. In addition, ProPhotonix currently offers a variety of benefits to all employees.

### **Position Location**

We have one opening at our UK subsidiary near Stansted Airport and one at facility located in Cork Ireland.

*Please submit your CV and cover letter of interest via email at [hr@prophotonix.com](mailto:hr@prophotonix.com).*