



ProPhotonix designs and manufactures LED and semiconductor diode laser illumination devices for industrial OEMs, medical equipment manufacturers and defense/homeland security organizations. In addition, ProPhotonix distributes premium quality laser diodes from leading global manufacturers including Opnext, QSI, Sanyo & Sony. With an extensive range of solutions, facilities in the United States and Europe, and distribution partners worldwide ProPhotonix addresses diverse applications including machine vision, industrial inspection, medical and dental alignment, and target acquisition.

We are now seeking an energetic and experienced Sales Manager to aggressively grow our laser module, diode distribution, and LED systems revenue in Asia. The successful candidate will be self-motivated and capable of working independently but must also be a team player, able to integrate with our European operations teams.

Sales Manager – Asia

Responsibilities:

- Manage existing accounts and grow our business at those accounts.
- Identify and develop new accounts/business opportunities.
- Develop a network of agents and distributors throughout Asia.
- Manage, train and motivate agent/distributor personnel.
- Work with technical sales colleagues, engineering, production management and others to meet customer needs.

Requirements:

- Demonstrated ability to sell technical products into Asia markets, ideally representing European or US companies.
- Experience with lasers, LED systems, optics, and associated products is a plus.
- Excellent written and oral communication and organizational skills.
- Fluency in English and Mandarin Chinese; other languages an advantage.
- Extensive travel throughout Asia will be required (50%; potentially higher at times).
- Our business depends on high quality information sharing. You will provide regular sales reports to assist the organization in understanding customer and market requirements.

Qualifications:

- A Bachelor of Science degree or higher in optics, engineering, applied physics, or related technical discipline.
- At least five (5) years experience in sales in a technology enterprise.
- Experience in using SalesForce.com or other enterprise class CRM systems is a significant plus.

Compensation:

Base salary will be commensurate with experience and qualifications, plus bonus based on achievement of revenue targets. In addition, ProPhotonix currently offers a variety of benefits to all employees.

Please apply for this position at hr@prophotonix.com.