

Please Note: We are looking for this candidate to reside in the Southwest.

We are seeking qualified **sales/account managers** to grow our laser module, diode distribution, and LED systems revenue aggressively.

Responsibilities include but are not limited to:

- Selling laser modules, laser diodes, and LED systems (both standard and custom products);
- Managing and expanding revenue in existing accounts
- Identifying and developing new business opportunities/revenue
- Utilizing Customer Relationship Management (CRM) system in real-time
- Collaborating with inside sales support, production management and technical sales engineers to meet the customers' needs

All candidates must be self-motivated, able to work independently and also be a team player

Requirements:

- Demonstrated ability to:
 - Sell a variety of technical products
 - Manage existing accounts and grow the business within those accounts
 - Define and develop new accounts/business opportunities
 - Work with inside sales, engineering and others to meet the needs of the customer
- Experience with lasers, LED systems and associated products a plus.
- Telecom/optics experience a plus
- Excellent written and oral communication skills
- Our business depends on high-quality information sharing. You will provide weekly, monthly and quarterly sales information to assist the organization in understanding its customers' requirements with a view to the future as well as today.

Qualifications

- An Engineering degree is a plus. Technical experience is a requirement
- At least five years experience in sales
- Thorough knowledge of how to report, update, and forecast sales in a CRM system is essential
- Excellent organizational skills

Compensation

Base salary will be commensurate with experience and education level. In addition, we currently offer competitive benefits to all employees.

Please submit your resume and cover letter of interest via email at salemgr@prophotonix.com