

<https://www.sundridgesearch.com/job/filled-vis-nir-technical-sales-engineer-2/>

Fibre Optic Components Junior Technical Sales Engineer (£50000 – £60000 basic plus benefits)

Description

The UK office is one of seven of our clients' businesses, with similar sales offices in France, USA and Sweden, and with production facilities in Canada, USA and Germany, formed over 40 years ago.

The UK sales office is now 30 years old next year and offers a large range of photonics components primarily to the UK and Republic of Ireland. Approximately half of these photonic components are manufactured by our clients group with the remaining supplied by partner suppliers.

The products supplied include light sources such as laser diodes and IR emitters, optical components such as lenses, mirrors, beam splitters, optical filters such as NBP, LWP, SWP, detectors such as SiC, Si, InGaAs, pyro and thermopile, and fibre optics such as couplers, FO switches, lithium niobate EO modulators, FO bundles, FO pigtailed detectors and lasers, FO tools and accessories, all spanning the UV to MIR spectrum.

Quality remains our clients highest priority. Delivering high quality goods to customers is maintained through a number of quality checks and together with partner suppliers our client continuously improve their systems and practices to meet the increasing demands on their business.

The role location is a mix of office based in the South of England and home working, with customer visits (real and virtual with Teams) and exhibition attendance duties, and an emphasis on talking to customers and updating our CRM software.

Responsibilities

The primary KPI is to reach or exceed target bookings (80% on new prospects, 20% on existing), the second KPI is to reach or exceed target customer visits, with two other KPIs in producing and following up mailshots (1 per month) to chosen groups of customers, and writing press releases (2 per month) promoting the products they will sell.

Qualifications

Seeking a Vis/NIR Junior Technical Sales Engineer (TSE) who has experience in selling optoelectronic components whilst retaining a technical understanding of the products within the customers' applications.

A specific preference includes knowledge specialities in passive and active fibre optic components, optical fibre Cable including speciality fibres, optical fibre test instrumentation including test methods, high speed optical modulation, FO switching, fibre processing, tools and accessories. Experience in selling Fibre Optic products would be beneficial and the ability to problem solve, work with customers and suppliers to provide custom solutions when needed.

However, this is an entry level role for our client, so there is flexibility towards the level of experience any prospective candidates has in Photonics for this role.

Hiring organization

Sundridge Search

Employment Type

Full-time

Industry

Photonics

Job Location

United Kingdom, South East

Working Hours

Normal hours of work are 0900 to 1700, Monday to Friday with 1 hour break for lunch. You may be required to work outside these hours as necessary for the proper performance of your duties)

Base Salary

£ 40000 to £50000 - £ Plus OTE/ Profit Share

Date posted

March 15, 2024

It is necessary to exude excitement and enthusiasm in successfully selling to leading edge technology industries including aerospace, communication, medical, petrochemical, pollution monitoring, power generation, space, steel, transport, universities and research.

You would describe yourself as outgoing and be able to relate to customers with an infectious manner, whilst being systematic, predictable, and able to focus on detail to ensure target sales are achieved and work harmoniously within the team. Whilst you will have proven qualifications in a related discipline you will be keen to learn more about the products our client sell.

Job Benefits

- £40000 to £50000 basic salary
- Company car/ Car allowance
- OTE
- Pension

Contacts

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