Sundridge Search
Recruitment Consultants

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

Filled by Sundridge Search – VACANCY CLOSED – Visible and Near Infrared Components Technical Sales Engineer (£50000 – £60000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Industry
Photonics

Job Location
United Kingdom (based anywhere)

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
£ 50000 to £60000 - £ Plus OTE/ Profit Share

Date posted
January 1, 2022

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 Technical Sales Engineer (TSE) who has proven experience in selling optoelectronic components whilst retaining a technical understanding of the products within the customers' applications. A specific preference includes knowledge specialities in visible through to near infrared technologies in particular with electrooptic components and their use in optical systems, e.g. particle/pollution sensors, time of flight, lidar, industrial sensing and more.

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

- £50000 to £60000 basic salary
- Company car/ Car allowance
- OTE
- Pension

Contacts
info@sundridgesearch.com