

Job Description:

The Laser Sales position will be responsible for sales of pulsed and CW laser products to customers in a select territory of the United States.

Duties and Responsibilities:

The salesperson will focus on our DPSS and fiber lasers and amplifiers and laser and laser diode modules in the IR, UV and visible wavelengths. We offer a wide variety of products from several internationally known manufacturers. The key markets include bioanalysis, research, and industrial applications. The primary responsibilities will include technical sales of laser products, application support, and product installation support. Prepare and deliver technical presentations that explain products or services to customers or prospective customers. Arrange for demonstrations or trial installations of equipment. Create sales or service contracts for products or services. Research and identify potential customers for products or services and follow-up on leads generated by RPMC marketing activities. Develop, present, or respond to proposals for specific customer requirements, including request for proposal responses and application solutions. Provide technical expertise on products to close on final sale. This includes support at trade shows and customer visits in various cities around the U.S.

Qualifications:

The ideal candidate will have technical sales experience in the optoelectronics industry with good working knowledge of laser diodes, diode pumped lasers and laser applications. The applicant will be responsible for achieving sales targets and maintaining a high level of customer satisfaction. The position requires a motivated self-starter who is goal orientated and willing to travel about 10-25% of the time. We will consider a person without an extensive sales background if they offer a strong general background in laser concepts and applications along with excellent verbal and written communication skills, good interpersonal and team-oriented skills. RPMC lasers will supply training on products.

Company Benefits:

The first year will include a base salary along with an opportunity for a bonus at year-end if the employee achieves established sales goals. A base salary plus commission plan is likely in the future. RPMC Lasers 401K plan is available after 1 year of employment.
10 days of vacation per year

Reports to:

This position reports to the Vice President, Sales
Position location O'Fallon, Missouri.

If you are interested in this position or know someone who might be, please contact us at info@rpmclasers.com.