

Job Description

Title: Sales Manager / Account Manager

JOB FUNCTIONS:

- Manage sales territory and all assigned key and major accounts.
- Communicate with a wide variety of internal and external engineering, sales, production and purchasing personnel at all levels.
- Manage all assigned accounts customer issues while maintaining profitability and generate new business from new and existing accounts. Resolve sales issues.
- Facilitate contract negotiations and customer complaint resolution.
- Visit potential and existing customers and generate trip reports
- Conduct sales calls and track sales activities.
- Communicate with customers and engineering engineers on new product development.
- Quote prices, prepare proposals, and provide information regarding terms of sales and delivery dates.
- Generate new business within assigned territory with established products and by working with engineers on new products introduction.
- Gather data on marketing trends, competitive products, and pricing. Generate forecast.
- Set-up or maintain customer files
- Organize and participating in technical trade show national or international
- Generate documents or procedures for Marketing and Sales organization whenever necessary.

MINIMUM REQUIREMENTS:

- Minimum 3-5 years Sales related experience with AS degree, or 1 to 3 years Sales related experience with a BS degree.
- AS or BS degree in physics, engineering or technical discipline is required. Understanding semiconductor laser diode, electro-optics or opto-electronics is a plus
- Excellent written, verbal communication and interpersonal skills
- Ability to generate new business
- Ability to resolve conflicts effectively
- Ability to communicate customers' needs
- Well organized with demonstrated practice of appropriate follow-up
- Computer proficiency, including Word, Excel and PowerPoint.
- Experience with ISO9000 and MRP system is a plus.
- Strong presentation skills.
- Travel occasionally (< 20%) in US with some international.
- US citizen or Permanent Resident only