



Laser Sales:

About RPMC:

RPMC Lasers is the leading laser distributor in the US, focused on providing diode lasers and CW and pulsed lasers to the industrial, medical, life science, and defense markets. Our experienced technical staff has a vast knowledge of the laser industry with >100 years of combined hands-on laser experience. Having a knowledgeable staff helps us find the best laser for our customers, whether it be a standard or custom configuration. Thanks to the key partnerships we have developed with our Manufacturers and customers, as well as the ever-expanding field of laser applications, RPMC Lasers continues to grow.

Responsibilities:

- Develop accounts from inquiries received on our website and other marketing activities and through research to identify potential opportunities
- Develop relationships with customers by providing support, information, guidance, and quotations
- Identify primary decision-makers and influencers within key accounts
- Provide technical support by problem-solving, troubleshooting, and working with customers to guide them to the best possible product solution for their applications utilizing phone, webchat, Teams meetings, & e-mails
- Demonstrate and explain best practices in installation techniques for assigned products
- Maintain customer database (CRM) and forecasting.
- Prepare reports by collecting, analyzing, and summarizing information, including forecasts, activities, territory evaluation, and so forth.
- Maintain professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, benchmarking state-of-the-art practices, participating in professional societies.
- Provide technical support/leadership, market intelligence, and competitive analysis to enhance RPMC's ability to compete in existing and emerging markets.
- Travel (up to 25%) - Attending and participating in trade shows, conferences, and customer visits.

Requirements:

- Technical/engineering background in the laser/electro-optic industry preferred
- Bachelor's degree or three to five years of proven sales or engineering experience
- Strong interpersonal and communication skills
- Strong presentation skills and professional appearance
- Ability to work in a team environment.

Company Benefits:

- Casual work environment
- Health Insurance
- Vacation / Sick Days
- Profit-sharing and 401k plan after 1 year of employment.