



Sales Engineer - Laser Diodes

As Sales Engineer, individuals will work closely with customers to grow and promote the sale of RPMC Lasers Inc. products. The salesperson will focus on our laser diodes and laser diode modules. We offer a wide variety of products from several internationally known manufacturers. The key markets include bioanalysis, military, research, and industrial applications. The primary responsibilities will include technical sales of laser products, application support, and product installation support.

Position Responsibilities:

- Excellent communications (email, phone, customer visits)
- Excellent lead management utilizing a provided CRM
- Contact with a large number of prospects on a daily basis to generate sales
- A strong desire to achieve and exceed sales goals
- Close monitoring of sales cycle from initial quote through closing and follow on blanket orders.
- Detailed forecasting and reporting
- Previous B2B selling is a plus
- Develops new accounts by researching and identifying potential leads, soliciting new business, building connections, providing technical information and advice
- Develop, present, or respond to proposals for specific customer requirements, including request for quotes/ proposals
- Maintains RPMC product and pertinent applications knowledge to promote sales and support marketing efforts

Responsibilities:

- Develops new accounts by researching and identifying potential leads, soliciting new business, building connections, providing technical information and advice, and preparing quotes generated by RPMC marketing activities.
- Travel (up to 25%) -Attending and participating in trade shows, conferences, and other marketing events
- Account management – identify POC of key accounts,
Demonstrate and explain best practices in installation techniques for all RPMC Lasers Inc. products.
- Submit a variety of sales status reports as required, including activity, closings, follow-up, and adherence to goals

Skill Requirements:

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

Company Benefits:

Salary:	Negotiable depending on experience.
401K:	RPMC Lasers 401K plan available after 1 year of employment.
Healthcare:	Healthcare plan available
Vacation:	10 days of vacation per year
Location:	O'Fallon, Missouri, this is not a remote position
Reports to:	This position reports to the Vice Preside of Sales

If you are interested in this position or know someone who might be, please email your resume to: mandi@rpmclasers.com