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Inside Sales Engineer – Team Member

Job Title: Sales Engineer
Department: Sales
Reports to: Team Leader
Status: Exempt
Pay Range: Experience Dependent
Location: Shared office in the Sales Department
Works with: Sales Dept, Manufacturing Engineers, Customers, potential customers, Optimax personnel and vendors

Description –

This position is ideal for someone who wants to develop foundational sales skills including relationship building with customers, knowledge of Optimax manufacturing capabilities, comprehensive optics industry knowledge, quoting techniques and selling methods. It also requires the ability to understand the customer needs for success including technical requirements, cost and delivery. It is an advantage if the individual can build trust and show empathy for the customer. The candidate should have a compelling drive to develop customer relationships and seek continual improvements in customer service and value creation.

Duties –

- Provide technical support for quoting and customer service
- Support of sales activity to achieve annual sales increases of at least 10%
- Frequent communication with customers to create awareness of Optimax capabilities and build our brand
- Providing technical support, quoting and facilitating customer satisfaction including all aspects of customer service
- Develop market awareness for, but not limited to, business opportunities, vendors, complimentors and competitive situations within the industry
- Must be able to work with frequent changes in customer demands and priorities
- Provide support to Team Leader as directed

Requirements –

- AS in engineering, BS or higher preferred
- 1+ year experience in a manufacturing environment performing technical support on process and/or quality matters, preferably in an optics manufacturing
- Thorough understanding of Optimax component manufacturing processes and metrology
- Highly motivated team-player that is results oriented
- Intermediate level of Microsoft Office Suite, Outlook, ACT, VISTA, OptiQuote; Zemax or AutoCAD a plus
- Occasional travelling may be required

EOE. Optimax Systems, Inc. must comply with the International Traffic in Arms Regulations (ITAR) issued by the United States Department of State, Department of Defense Trade Controls. Because of the ITAR, Optimax must limit employment opportunities to US citizens or lawful permanent residents of the United States.

If you are a qualified candidate for this position, please contact Human Resources.