

Position Title:	Regional Sales Engineer	Last Revision: 07/17/07
Reports to:	Vice President of Sales and Marketing	Grade/Level: I
Description:	Generates new business and ensures growth of existing accounts. Assesses potential application of company products and/or services and offers solutions that meet customer needs. Provides technical training to distribution partners. Communicates customer feedback inside Meadowlark Optics for future product development. Uses technical knowledge of product offerings to support and build sales. Requires a bachelor's degree in optics, physics, engineering, or related discipline and 0-4 years of relevant experience. Has knowledge of commonly used concepts, practices, and procedures in polarization optics. Relies on instructions and pre-established guidelines to perform job functions. 25% travel (including overnight stays) across region is expected. Reports directly to the Vice President of Sales and Marketing.	
Responsibilities:	Activities, tasks, and areas of responsibility are outlined on the attached pages. Key areas include:	
Required Skills:	Computer proficiency in Microsoft Office suite (Word, Excel, Outlook, PowerPoint). Ability to understand and use contact management software tools, such as ACT! Able to manage and prioritize multiple tasks simultaneously.	
Education:	Bachelor's degree in optics, physics, engineering, or related discipline.	
Personal Traits:	Excellent communication skills including professional telephone manners are required. Energetic, punctual, helpful, friendly, courteous, responsive, and cheerful in all interpersonal interactions. Strong presentation skills are a plus.	
Entry Level:	0-2 years of experience	
Intermediate:	2-4 years of experience	
Benefits:	Paid employee medical insurance Paid dental insurance Paid vision insurance Eligible for 401(k) plan after 90 days Personal leave time of 12 days first year 8 company-paid holidays per year	