

Sales Engineer, San Jose, CA

OEM Tech Sales – It's not the order – it's the REORDER!

Rocky Mountain Territory. High Growth OEM Sales Opportunity in a cutting edge driven technical photonics environment. If you take ownership and drive the sales process, then in your first year you will learn the latest Photonics Technologies to increase bookings by 15% and uncover 5 New Opportunities worth a Million Dollars or more. You will be in charge of every aspect of the sales process from cold calling, lead qualification to negotiating the close. You will become a valuable team player in a multi-market international sales environment.

Required Skills:

5 Years Minimum in a Technical OEM Sales Position

BS Degree in Physics, Electrical Engineering or related discipline

Proficient with Microsoft Office software

Preferred Skills:

3 Years Experience in Photonics Industry

Sales Skills Training

Sales Negotiation Training

Experience with Customer Resource Management Software

Experience with international business development

Experience with Lotus Notes

Hamamatsu offers a competitive salary and excellent benefit package for full-time employees which include; Medical, Dental, Vision, Prescription, Life Insurance, Vacation/Sick/Personal Time, Long Term Care Insurance, Tuition Reimbursement and Retirement Plans. EOE. m/f/d/v. Send your cover letter & resume to: Email: resumes@hamamatsu.com, OR Fax: 908-526-0762, OR mail: Hamamatsu, 360 Foothill Rd., Bridgewater, NJ 08807, ATTN: HR