

Title: Optical Metrology Sales/Application Engineer

Duties and Responsibilities:

1. Prepare and deliver field demonstrations of products.
2. Follow up on sales leads, web inquiries, and other related inquiries from users or potential customers.
3. Generate test reports and quotations to customer and potential customers.
4. Help to develop measurement applications based on customer requirements and measurement of customer samples.
5. Represent company at trade shows and respond to sales leads generated from such shows and promotional product literature distribution.
6. Develop an annual sales plan and execute against monthly, quarterly and yearly sales performance.
7. Follow up with customers after delivery to complete all sales requirements and conditions, as well as to ensure customer satisfaction.
8. Assist in supporting international distribution sales representation and provide guidance for such sales.
9. Develop sales forecasting based on long and short term goals, and evaluate activity and progress with respect to success of forecast process.
10. Negotiate sales transactions to achieve best possible outcome for both company and customer.

Qualifications:

- A four year degree in an engineering discipline is preferred, but equivalent work rated experience may be considered.
- Experience in Sales or Sales Support along with an understanding of capital equipment, manufacturing and engineering processes.
- Professional training in Sales Management.
- Intermediate expertise in Microsoft Office (Word, Excel, PowerPoint).
- Must be able to travel as required to interface with customers.
- Some foreign travel to Europe and Japan possible.
- Salary negotiable based on experience, including sales incentives.

InterOptics LLC is a privately-owned, customer-focused company specializing in designing, engineering, and manufacturing optical metrology instrument systems for a wide variety of applications, including optical component and system manufacturing, high-precision mechanical component manufacturing, quality assurance, and R&D functions, specifically to technology industries that manufacture or use precision surfaces, such as computer disks, optical components, laser mirrors, polished ceramic valves, and bare silicon wafers.

The company maintains its own 18,000 square foot facility in Tucson, Arizona that contains office, lab, engineering, and manufacturing spaces, utilizing a vertically-integrated approach to achieving its goal of providing low-cost, high-value instrumentation to a market typically served by products offered at significantly higher cost.

Contact: HR@inter-optics.com