



## Technical Sales / Account Manager - Lasers

The Technical Sales / Account Manager position will work closely with customers to grow and promote the sale of RPMC Lasers Inc. products, with a 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 military, research, and industrial applications. The primary responsibilities will include technical sales of laser products, application support, and managing key accounts

### Position Responsibilities:

- The Product/Sales/Account Managers are responsible for presenting, promoting, and providing appropriate solutions/services, using solid arguments, and supporting materials/content, to existing and prospective customers to boost revenue growth and increase customer acquisition and profitability.
- Sales staff responsibilities focus on creating one-to-one relationships with potential and existing customers to understand and propose how our products and services apply to their needs. The sales staff shall take leads generated from the Marketing department and qualify the lead's potential and what action is necessary. The sales staff shall keep diligent records about leads, communications, opportunities, closed sales, and customers and maximize the ability to organize and use the information collected effectively. The goal of these activities is to reach sales goals.

### Skill Requirements:

The ideal candidate will have technical sales experience in the optoelectronics industry with good working knowledge of laser diodes, diode pumped lasers and laser applications. The applicant will be responsible for achieving sales targets and maintaining a high level of customer satisfaction. The position requires a motivated self-starter who is goal orientated and willing to travel about 10-25% of the time. We will consider a person without an extensive sales background if they offer a strong general background in laser concepts and applications along with excellent verbal and written communication skills, good interpersonal and team-oriented skills. RPMC lasers will supply training on products.

### 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 President of Sales

If you are interested in this position or know someone who might be,  
please email your resume to: [shawn@rpmclasers.com](mailto:shawn@rpmclasers.com)