



Sales Engineer

About Our Company:

Established in 1991, Alpine Research Optics has a distinguished reputation for providing optics to the laser, semiconductor, and medical and scientific research markets. Learn more online at www.arocorp.com.

Job Opening Summary:

Position: Sales Engineer

Department: Sales & Marketing

General Responsibilities Outline:

- Thorough understanding of company's existing capabilities and the broader precision optics market as well as customer's products and how our optics and coatings are used in them.
- Keep up-to-date on the optics industry and customer industries to maximize knowledge and authority during customer contacts.
- Communicate with customers regularly, including scheduled customer site visits to secure the role as the go-to person for precision optical needs.
- Research and identify new markets and work to develop new customers.
- Manage customer service by providing guidance to, and coordinating with, our Customer Service Coordinator on quotations (price and delivery) and managing customer expectations, ensuring effective communication is carried out and customer satisfaction is maximized.
- Work with and communicate internally with engineering and production teams to meet customer requirements, including manufacturability and short deliveries.

Qualifications:

- Bachelor's Degree in an engineering or science field and/or experience in optics

- At least 5 years of technical sales experience (optics preferred)
- Exceptional public speaking and presentation skills
- Mechanical and technical ability
- Methodical and detail-oriented
- Organized
- Effective written and oral communicator
- Ability to multi-task
- Strong work ethic
- Positive attitude

About Our Benefits:

ARO offers a competitive benefits package for our full-time employees, including: medical and dental insurance, life insurance and AD&D, short-term disability, simple IRA with company match, paid holidays, and paid vacation.

Work Remotely:

- No

Job Type: Full-time

Pay: From \$60,000.00 per year