

Job Title:

Technical Sales Engineer – Europe

Job Type:

Full-Time/Permanent

Location:

Dublin preferred. Other EU considered.

Summary of Position:

Eblana Photonics Ltd. are seeking a qualified, talented and experienced Technical Sales Engineer, ideally with specialty in the photonics/laser sector, to promote and sell Eblana Photonics products and services; maintain and develop customer relationships; respond to technical and commercial enquiries and; contribute to the growth of the company.

The ideal candidate has a strong understanding of the sales process, and excels at generating solid leads, building relationships, and growing revenue, within the photonics industry. We seek a quick, adaptive learner with excellent listening and negotiation skills. Often tasked with attending networking events, and participating in trade shows, it's essential that the candidate be approachable and professional. The ultimate objective is to help Eblana extend our global reach and impact.

Main Responsibilities:

- Maximise sales performance
- Generate, log and action outbound leads
- Maintain working relationships with existing clients to ensure exceptional service and identification of potential new sales opportunities
- Supporting customers to resolve any technical issues or queries relating to the prevailing product range and their applications
- Track, analyse, and communicate monthly KPI's & metrics as they relate to the Sales team. Complying with and maintaining the Eblana quality management system (QMS) as pertaining to the Eblana sales team.
- Commitment to customer satisfaction and continuous improvement.
- Generating quotations, order acknowledgements and other documents, along with general usage of Eblana's accounting and stock management software.
- Communicating effectively with other teams within Eblana.

Skills and Qualifications

The candidate selected for this position will have strong interpersonal skills and be comfortable in a technical customer-facing role. Some of the requirements for the role are:

- Qualification to primary degree level in a technical or scientific field, ideally from a optical physics or engineering background. Qualification to master's degree level (photonics) is advantageous but not required.
- Minimum of 3 years' photonics experience required.
- Experience with laser diode technology is highly desirable but not essential
- Excellent communication, interpersonal, presentation, and organizational skills
- Ability to travel at least 20% of the time (pending COVID-19 regulations)
- Experience in a technical customer facing role is sought. Experience in a non-customer facing but otherwise technical role would be considered.
- Proficiency in written and verbal communication and familiarity with basic office software such as Excel and Powerpoint are necessary.
- Additional skills that would be advantageous include familiarity or expertise with graphic design software such as InDesign or Adobe Illustrator for use on marketing campaigns and general marketing experience.
- The candidate should be someone of good character who is able to function as part of a team, and who can contribute to a friendly and productive work environment.

Contact: Dr. Robert Lennox, Director of Sales

Email: rob.lennox [at] eblanaphotonics [dot] com