

Job Opening Summary

Position: Sales Engineer
Department: Sales & Marketing
Reports to: Sales & Marketing Manager

General Responsibilities Outline

- Learn/understand company's existing capabilities and the broader precision optics market.
- Learn/understand 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 via phone, email and regularly scheduled customer site visits to secure the role as the go-to person for precision optical needs.
- Research and identify new markets and tenaciously work to develop new customers.
- Manage customer service by providing guidance to, and coordinating with, our CSC on quotations (price and delivery) and managing customer expectations, ensuring effective communication is carried out and customer satisfaction is maximized.
- Interface internally with engineering and production 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

Company Profile

Since 1977 PFG Precision Optics has manufactured and coated ultra-high precision optics installed in various types of military and commercial equipment. Industries in which these optics are used include military, test & measurement, semiconductor, imaging, medical and telecommunications.

"Perfection is Forever our Goal"



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www.pfgoptics.com

Company Benefits

PFG 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, fitness center reimbursements, paid holidays and paid vacation.

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