

European Technical Sales & Applications Engineer

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Company: G&H

Location: United Kingdom

Category: other-general

Available Jobs

European Technical Sales & Applications Engineer

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Job Category:SalesLevel:LeadLocation(s):Field Based (UK and

ROW)Reference:EUSALES170124Closing Date:May 31, 2024Apply nowShare:

G&H EU

European Technical Sales & Applications Engineer

Competitive Salary on Offer – Plus Bonus and Benefits

G&H is a world leader in optical designing, testing and manufacturing. As experts in the technology of light, G&H works with OEM customers worldwide to provide optical systems, assemblies, and components for demanding applications, often for deployment in harsh environments. Our products are based on six core technologies: acousto, crystal, electro, fiber and precision optics, and optical systems.

We are currently recruiting for an EU Technical Sales & Applications Engineer to report to our EU Sales Director. This role is for technical sales to develop business at key customer accounts in Germany, Austria, Switzerland, Netherlands and Belgium. Working alongside the regional sales & business development managers and acting as both the technical and commercial liaison between the customer and site engineering/manufacturing teams. This role requires a combination of both applications engineering knowledge and commercial acumen as they relate to the G&H product portfolio. As such the successful applicant will be

responsible for identifying and nurturing opportunities to win and grow company sales in Europe.

Responsibilities include;

Be a primary contact for customers. Provide presentations, RFQ responses and liaise with key customer technical staff and decision makers to facilitate sales

Provide high level technical sales and application understanding in support of sales & business development managers

Understand business and application requirements & how these translate into technical product specifications and provide suitable sales responses to the customer

Enable and drive identified opportunities through G&H's gate process to a win

Work with product management to identify market needs, competitive pricing, lead times and margin models for existing or new products

Identify target customers for G&H and assist with development of formal sales plans and proposals for assigned opportunities

Own technical liaison & process for customer pre/post-sales support items & issues

Effectively use G&Hs SalesForce CRM to track opportunities and provide unit and revenue forecasting data to product management & manufacturing

Perform in-depth and high-level presentations and demonstrations for G&H at customers and conferences in Europe

Working to comply with company Health, Safety and Environmental requirements

Ideal candidates will have the following;

BSc or MSc in Physics, Materials Science, Mathematics or Engineering (Optics/Electronics)

MBA / Business Degree (or equivalent) preferred

5 years technical sales, product marketing or applications experience in photonics

Strong understanding of photonics, semiconductor, life science, aerospace and laser applications/markets

Essential – knowledge of the following areas would be beneficial: lasers, optics crystal optics, electro-optics, acousto-optics as well as experience in the manufacture and coating of optical components such as lenses, windows, prisms and birefringent elements

Preferred – experience in project management, negotiation and relationship management

Strong commercial acumen and understanding of business decisions

Strong writing & language skills, with the capability of writing customer reports as required, as well as experience of presenting technical data

Ideal candidates will be based in Germany - Willingness to travel to all G&H sites and customer locations (Up to 30% of the time)

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