

Position: Sales Engineer

Territory: Eastern USA

Level: Engineer or Senior Engineer

Classification: Exempt

Reports to Vice President Sales

Salary: \$80,000 to \$95,000 wage + commission based on assigned territory sales volume

## JOB DESCRIPTION

### Summary/Objective

The sales engineer is responsible for meeting sales targets in Eastern USA, primarily in the Northeast. This includes: identifying customers who benefit from ÄPRE's products, demonstrating ÄPRE products to customers and clearly communicating how buying from ÄPRE will make the customer more successful. This includes understanding the customer's requirements, measuring parts as an applications engineer at ÄPRE or at the customer site, visiting customers in your territory, making presentations, forming relationships and doing demonstrations, developing proposals and quotations, and closing sales orders.

### Essential Functions

1. Develops annual/quarterly sales plan in support of organization strategy and objectives
2. Recommends sales tactics to meet sales goals and implements them
3. Technical competence operating ÄPRE products and able to explain them
4. Visits customer on a regular basis in line with the sales plan
5. Ability to understand and communicate customer's custom/special requirements
6. Attend/support Trade Shows
7. Performs other related duties as assigned

### Competencies

1. Customer Focus
2. Knowledge of optical element and system manufacturing and metrology
3. Problem Solving/Analysis
4. Critical, Strategic and Tactical Thinking
5. Results Driven
6. Leadership, self motivated
7. Technical Capability
8. Communication Proficiency
9. Must be professional in conduct, communication, actions, and wardrobe

### Supervisory Responsibility

None

### Work Environment

This position operates in a professional office environment. This role routinely uses standard office equipment such as computers, phones, photocopiers, filing cabinets and fax machines.

**Physical Demands**

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. While performing the duties of this job, the employee is regularly required to talk or hear. The employee frequently is required to stand, walk; use hands to finger, handle or feel; and reach with hands and arms.

**Position Type and Expected Hours of Work**

This is a full-time position. Days and hours of work are Monday through Friday, as dictated by travel and customer requirements. Occasional evening and weekend work may be required as job duties demand.

**Travel**

This position requires frequent travel, more than 50%. Much travel is outside the local area and overnight. No international travel is required.

**Required Education and Experience**

A Bachelor's degree in engineering or physics with 5+ years experience in sales or application engineering in optical component and optical system metrology or a related field.

**Are You the Right Person?**

ÄPRE is looking for the right type of talent to grow with us. We expect our employees to say what they will do, and then be accountable to do what they commit to. This involves: Taking the initiative to solve issues as they arise, being a proactive part of the solution, rejecting average and pushing for your best always, listening and working with others for a common goal. If this is you we would like to talk.

**Work Authorization/Security Clearance**

US Citizen, "Green Card or permanent residency required

**AAP/EEO Statement**

ÄPRE is an EEO employer

**Other Duties**

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.

**About Äpre Instruments, Inc.**

ÄPRE is an active driver in the global optics revolution that is transforming our daily lives in communications, life sciences, aerospace, security, commercial electronics and entertainment. ÄPRE recognizes that manufacturing optics is challenging. Our mission is to provide our customers with the measurement tools needed to meet their demanding requirements; while making their job less stressful and lowering overall production costs. We achieve this goal by providing state of the art surface and wavefront interferometers, service, support and consulting on interferometer usage and applications.