



Immediate Opening for a Senior Technical Sales Engineer

Vescent, a world leader in precision lasers and laser control for quantum and quantum-adjacent applications, seeks an experienced sales professional to represent our company and internationally respected products. The chosen candidate will successfully promote Vescent's products, name, capabilities, and reputation; manage customer relationships; and close sales of Vescent's products.

Duties Include:

- Educate our customers as to the capabilities and competitive advantages of Vescent products and capabilities.
- Energetically pursue and close sales leads with technical, collaborative sales techniques.
- Become an expert in Vescent products and well-versed in their use and applications to best serve our customers.
- Be our customers' access point to the Vescent organization, ensuring appropriate support and service, resulting in high customer satisfaction levels.
- Provide quotations to and receive and book orders from customers.
- Achieve bookings and profit margin goals.
- Manage sales funnel/pipeline to drive an increasing revenue stream.
- Report on a timely basis regarding the status of the sales funnel/pipeline.
- Gather and report market intelligence regarding the competitive status of Vescent products and potential product improvements and introductions.
- Provide strategic input for Sales & Marketing planning.
- Assist in planning and attending conferences and trade shows.
- All other duties as assigned.

Requirements:

- M.S. or Ph.D. in Physics, Optics, Engineering, or related field.
- High level of technical expertise in lasers, and laser-based quantum applications.
- Track record of previous technical sales experience and meeting or exceeding sales goals.
- People-oriented personality with collaborative work ethic.
- Self-driven with a high level of independent motivation; able to handle multiple prospects simultaneously.
- Approximately 30% travel.
- Located in USA.
- Must be a US citizen or permanent resident.

Benefits:

Vescent is a recognized leader in precision lasers and laser control. You will have the opportunity to directly contribute to the growth & success of a growing world-class company serving the fundamental and applied physics communities.

Vescent offers a competitive salary and benefits package, including a 401(k) retirement plan, health insurance, a stock option plan, and PTO.

For further information or to apply, please submit your resume and cover letter to jobs@vescent.com. Your cover letter should express how your skills, experience,



qualifications, and interests address the job description and why you want to work at Vescent. Only applications with a resume and cover letter will be considered.

Vescent Photonics is an Equal Opportunity Employer.

Salary range: \$85,000-\$95,000 base + commission