

CODE: 1T03C

VACANCY: TECHNICAL SALESPERSON

LOCATION: El Prat de Llobregat, Catalonia, Spain.

ABOUT ASE OPTICS EUROPE

ASE Optics Europe is an innovative and dynamic company based in the vicinity of the vibrant city of Barcelona focused on the development of custom optics and integrated optical systems. The company develops projects for the biomedical sector, scientific instrumentation industry, and defense and security, with a common element: light. At ASE Optics Europe we foster innovation and creativity, also at a professional level.

JOB SUMMARY

We are seeking a dedicated and results-oriented Technical Salesperson to join our company. In this role, you will be responsible for developing and maintaining customer relationships, overseeing the sales process from initiation to closure, and effectively forecasting sales projections. Your proficiency in identifying and engaging potential new customers will be essential in expanding our market reach. You will employ your technical expertise to convey the unique benefits of our products and services. The ideal candidate will possess an understanding of one or more of the following areas: optical technologies, new space market, systems engineering. The candidate will have exceptional communication skills, written and oral, allowing you to contribute to our sales growth.

MAIN JOB FUNCTIONS

- Manage sales pipeline through a process using Office or other tools for predictable revenue generation, prioritization and forecasting.
- Develop new customers through independent travel, managing distributor relationships and OEM relationships, attending conferences, exhibitions or other industry events.
- Prepare the company's participation in trade shows and industry events
- Travel domestically and internationally to meet with customers, representatives and distributors as well as run customer evaluations at their facility.
- Develop new accounts while maintaining and upselling existing accounts.
- Prepare customized commercial proposals with support from other company areas.
- Engage with Operations and Engineering to help drive proposals and quote preparation and customer support.
- Negotiate contracts with customers to bring value to all parties.
- Propose annual sales plans and objectives, based on analysis of markets and company value proposals.
- Develop and present PowerPoint presentations for customers or large groups to increase customer base.
- Report to CEO on sales objectives and other required indicators

- Technical degree or equivalent experience +5 years in technical sales in space, optics or photonics.
- Experience in applying a sales process to generate leads and drive closure.
- Additional education in business, sales or finance.
- Knowledge of the optics and photonics sector
- Willing to acquire new knowledge of the sector and application areas.
- Ability to communicate effectively with external and internal customers and think critically to propose solutions to drive closure of sales.
- Proficient in English, written and spoken.
- Knowledge in using CRM platforms or equivalent tools.
- Capability to work as part of a team in collaborative work environment.
- Must be a European Union citizen or valid work permit for the EU.

Benefits

- Inclusion in an expert, motivated and multidisciplinary team.
- Innovative projects, related to the latest technologies.
- Opportunities for professional development within the company.
- Full time employment.
- Opportunity for bonuses and other benefits.

Submitting applications

Interested candidates should send their CV and cover letter using only the official channel:

- Application form on ASE Optics website:
<https://www.aseoptics.com/en/job-openings/>

All applications and e-mails received by other means will be discarded. Any questions regarding the position can be raised through form on the webpage.