



PHOTON ETC.
5795 DE GASPE AVENUE, #222
MONTREAL, QUEBEC, H2S 2X3
CANADA

Job Offer

Reference # PE-1304

POSITION

TECHNICAL SALES REPRESENTATIVE

ABOUT PHOTON ETC.

As a pioneer in Bragg-based hyperspectral imaging, Photon etc. specializes in state-of-the-art photonic and optical research instrumentation.

Driven by scientific expertise and its spirit of innovation, Photon etc. is a leader in this field. Our patented spectral imaging, optical filters and sensor technologies provide solutions for a wide variety of scientific and industrial applications. From material analysis to medical imaging, Photon etc's expertise and commitment to innovation enables its customers to explore uncharted territories.

Photon etc's sales are currently expanding and the company is looking to enhance its sales team.

POSITION DESCRIPTION

Photon etc. is looking for a technical sales representative with experience in optical instrumentation or technical support.

Reporting to the Sales & Marketing Director, the candidate will be based in Montreal and in charge of increasing Photon etc's standard product sales:

- Laser Line Tunable Filters;
- Tunable Top Notch Filters;
- Tunable Laser Sources ;
- V-EOS Hyperspectral Camera ;
- Leukos supercontinuum sources.

We are looking for a highly dedicated individual with a hands-on attitude. Since Photon etc. is already represented in many countries by various distributors, the market to be covered will be North and South America.

The candidate will represent the company in trade shows, sales seminars, and business meetings and will provide technical support, training or sales assistance. The candidate should thus expect travel, both domestic and international, to represent around 15 percent of their time. Preparing presentations, proposals and sales contracts will also be part of everyday work.

The candidate will be responsible for technical analysis of customer applications and requirements as well as evaluation and processing of customers' requests for quotation (RFQ). The candidate will be responsible for understanding the clients' needs for experimental setup and suggesting appropriate Photon etc. products.

In addition to finding new clients and generating orders, the candidate will provide insight to the production, engineering, or research and development departments on how products and services may be designed or improved to suit customers' needs.



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DESIRABLE QUALIFICATIONS

- Bachelor degree in engineering, physics or chemistry;
- 2-5 years experience in sales or technical support;
- Strong interpersonal skills, including perseverance and self-confidence;
- Strong computer, verbal and written communication skills;
- English (necessary); French and other languages (advantage);
- Self-motivated and flexible to work with minimum supervision.

The candidate must be currently eligible for employment in Canada.

Salary package will include a fixed wage plus bonuses related to sales objectives.

Interested candidates should send their CV accompanied by a cover letter describing training and research experience.

Address correspondence to Bernard-Alexandre Gaulin, Sales & Marketing Director:
bagaulin@photonetc.com

Please indicate your earliest possible entry date and the reference number in your email.