



招聘启事/We are hiring:

销售工程师 Sales Engineer

驻地 Location: 北京 Beijing (在家办公/home office) / 上海 Shanghai

SITUATION:

Amplitude Laser Group is specialized in the design, manufacture, and distribution of high-end laser systems. The group has a strong worldwide presence with a broad portfolio of laser products & technologies. We have three main production facilities:

- Amplitude Technologies, founded 15 years ago, Paris region / France dedicated to the design and manufacture of large ultra-intense femtosecond laser chains with ultra-short pulses, terawatts or petawatts (Ti:Sa technology) mainly for the scientific world (laboratories, universities, research centers, major programs...).
- Amplitude Systemes, founded 15 years ago also, Bordeaux region / France dedicated to design and manufacture of high repetition rate, high average power femtosecond lasers (Ytterbium technology) for both scientific and industrial markets.
- Continuum, Milpitas (Ca) / USA dedicated to design and manufacture nanosecond lasers mainly for the scientific market.

Amplitude Laser Shanghai is our subsidiary in China and, has a turnover of over €20 million. The company has a dynamic market-oriented organization that successfully serves Scientific, Industrial and Medical markets with strong commitments for specific user requirements and conditions. The Scientific market represents now around 40-50% of the turnover in China.

We expected a significant growth & turnover increase in the coming years, and we are currently searching for a new sales team member to support our development in the Scientific market.

MISSION & TARGETTED PROFIL:

This new employee will be responsible for managing and developing the company's turnover on the Chinese scientific market with a focus on high energy lasers systems. For this purpose, she/he will conduct active prospecting in the field by finding & visiting prospects (universities, research centers, companies...) and by participating in events enabling her/him to strengthen his network of contacts in the laser & photonics world: seminars, congresses, conferences... The client portfolio is vast, ranging from the "smaller" university to the major Chinese scientific institutes. Whenever necessary, she/he will rely on agents or distributors to develop revenues and markets. A CRM system will be the main sales tool used.

Without necessarily being a laser expert, the candidate must have a good understanding of the photonics and laser techniques and applications (ability to read technical documentation and understand the main features of an application), must be able to conduct discussions with his interlocutors (e.g., Professors, scientists). She/he must be able to adapt to individual sales situations and negotiations of very different projects, from standard laser products (200 000 €) to big projects (+ 1 000 000 €). She/he may also be involved in setting up large projects (for amounts up to 10 million €). Our new team member will be part of a dynamic and knowledgeable sales team and will call upon the relevant company departments as soon as necessary to obtain the appropriate technical support (particularly for Product Line Managers located at operational sites).

Coming from the field of optics or instrumentation, with a minimum level of 2-3 years of higher education (master or PhD degree is desirable), our new colleague must be a customer-oriented "Business Developer" with an international profile. The candidate must be above all a commercial profile able to develop and carry out direct sales take-overs at the customer's premises. Fluency in English and Chinese is essential, native Chinese is a strong plus. This position can be based in a Home Office near an international airport. Frequent trips to all around China are to be expected.

Scientific applications targeted: THz generation, high energy OPA, photocathode laser, Inverse Compton Scattering, X-ray and Gamma-ray, Proton-therapy, LWFA, dynamic compression, CPA & OPCPA pumping, laser peening...

Reports to Sales Director in China.



主要职责 MAJOR RESPONSIBILITIES:

- Managing and developing the turnover in China for the assigned product lines / markets.
- Actively prospecting in the field by frequently visiting potential prospects (universities, research laboratories, companies...) and setting up appropriate commercial actions.
- Be the owner of the inquiries from customers until closure.
- Respond to calls for tenders and participate in contract negotiations.
- Generate a monthly forecast and report to Sales director in China.
- Collect and share market and competitor information.
- Work closely with Product Line Managers located at the production facilities and interact with our global sales team.
- Attend trade shows and conferences.

能力 CAPABILITIES:

- Have good contacts with Chinese Universities and Institutes. Knowledge on mentioned scientific applications is a plus.
- Strong communication skills (verbal, written, listening and presentations) both in Chinese and English
- Strong project-management skills
- Strong knowledge in bidding paperwork for university and institute.
- Highly collaborative, team-player
- Results-oriented individual

基本要求 QUALIFICATIONS:

A) 教育水准 EDUCATION REQUIRED:

University bachelor's degree in Laser or Optics, or engineering/technology with work experience in laser field. Master or PhD degree is desirable.

B) 行业经验 EXPERIENCE REQUIRED:

- Minimum 3 years working experience as sales with scientific customers.
- Proven sales record
- Knowledge about working with European culture