We are hiring：

East Coast Sales Engineer   **Location：Home office (USA)**

Employer Description:
Amplitude Laser Group - annual sales more than $80M and 400+ worldwide employees - is specialized in the design, manufacture, and distribution of high-end laser systems for scientific, medical and industrial applications. Amplitude has a strong worldwide presence offering the broadest portfolio of diode-pumped ultrafast solid-state lasers, TW & PW class lasers, and a full line of high-energy solid-state laser products. Amplitude has three manufacturing locations in California USA, Bordeaux and Paris France with subsidiaries and sales offices in Japan, Korea, China, and Germany.

Amplitude is an equal opportunity employer. We solicit and hire applicants regardless of race, color, national origin, sex, religion, age, disability, veteran status, sexual orientation, gender identity, or any other protected category. Our policy is to employ the most qualified applicants. We conduct background checks and drug screens, in accordance with company policies and federal and state guidelines.

Job Description
Amplitude is in search of a home-based **East Coast Sales Engineer** responsible for managing and developing sales in the eastern territory of the USA with a focus on high energy lasers systems. We are looking for a team member who can conduct active prospecting at universities, research centers, companies...etc, develop and maintain relationships with current customers, and participle in seminars, conferences and trade show events further strengthening network contacts.

We are searching for an **East Coast Sales Engineer**

- Identify new opportunities, applications, segments, and markets for our unique products and capabilities. You will do this by understanding our products and capabilities recognizing market and customer dynamics. Scientific applications targeted include THz generation, spectroscopy, photocathode laser, Inverse Compton Scattering, X-ray and Gamma-ray, Proton-therapy, LWFA, dynamic compression, CPA & OPCPA pumping, laser peening…
- Without necessarily being a laser expert, will have a solid understanding of photonics, laser techniques and applications (ability to read technical documentation and understand the main features of an application or need), and capable of conducting discussions with end users (e.g., Professors, scientists).
- Adapt to individual sales situations, manage & negotiate very different projects, from standard laser products to large & advanced projects.
- Build solid relationships with customers at multiple organizational levels and within internal functional groups.
- Work as part of the Sales Team to grow the overall business.
- Attend tradeshows, conferences, and make routine customer visits (up to 30% travel).
- Develop and execute strategies for territory and specific accounts as well as provide accurate forecast pipeline and opportunities in Customer Relationship Management (CRM)
- Identify, collect, and disseminate, customer requirements and customer feedback to .drive continuous improvement,
- Apply strong knowledge in bidding paperwork process for university and government institutes.
- Our new team member will be part of a dynamic and knowledgeable sales team and will draw upon the relevant internal company departments to obtain appropriate technical support (particularly Product Line Managers located at operational sites).

Job Requirements

The desired candidate will bring to the team:

- A Bachelor's degree **(Masters or PhD degree desirable)** in Photonics-related field (Physics, Engineering, Applied Science)
- 2-3 years of demonstrated success in a customer oriented, business development role
- Demonstrated track record of meeting or exceeding sales goals in previous assignments and a track record of compliance with sales policy and related regulations
- Ability to think critically, troubleshoot and solve problems with confidence
- Excellent attention to detail and time management, with exceptional communication skills
- Skillful negotiator
- Reports to North America Sales Manager