



TEEM PHOTONICS IS LOOKING FOR AN:

INGENIEUR COMMERCIAL / INTERNATIONAL SALES
ENGINEER - LASER H/F

Full time CDI

Our company :

Teem Photonics is a dynamic SME based in Meylan (near Grenoble), founded in 1998. It is the world leader in its 2 main activities:

- Passively Q-switched microlasers
- Photonics Integrated Circuits, based on the Ion Exchange technology

Teem Photonics' products are used in a variety of industrial, biophotonics, sensing and analytical applications.

>95 % of the company's turnover is resulting from exports.

Teem Photonics is looking for an **International Sales Engineer – Laser** to support the growth of its laser activity, especially in the customized OEM-market, but also for R&D applications.

Job Description :

Within the Sales and Marketing Department, your role is to drive, steer and handle customer requests/projects and existing business. You manage and develop the customer relationship from the beginning, and you connect to all internal departments for all customer needs. Your sales area is global, so nearly all external communication is done entirely in English. You need to have a good understanding for different cultural behaviour and be able to adapt.

Your main missions are the following:

- Respond to and manage customer requests with a focus on customized OEM-projects.
- Communicate on technical, commercial, and general sales-related subjects with mainly industrial OEM-customers but also Research customers. This either direct or via distributors.
- Active, self-driven and solution-targeted communication with international customers.
- Prospect and retain new OEM-customers



- Company internal communication about customer projects with responsibility for the progress of these activities.
- Creation of quotations, order clarification and contract management
- Creation of forecasts, customer activity reports, project reports and usage of other sales tools
- support on national & international trade shows (1-2 / year)
- performing national & international customer visits (max 10% of time)
- coordination of internal activities within the whole team (R&D, production, administration)
- support the marketing team, R&D, production and administration on sales and customer-related topics

Another responsibility (which will take about 10-20% of your time) is some product management support (creating technical documents, datasheets).

Location: Meylan and/or home office, rather close to Headoffice.

Profile:

Education : You have successfully completed at least a "Licence" (or bac +3) - degree in a scientific or technical field, preferably in a "photonics"-related sector

Experience: min 2-3 years of experience in custom-OEM-sales of lasers and/or optics

Skills: Talented in dealing with demanding, international OEM-customers
Good intercultural competencies
Very good English language skills, written and verbal
Safe handling of all common MS Office programs

Qualities: Entrepreneurial thinking and acting, strong communication skills and high customer orientation, good team spirit

Compensation : fixed + bonus

Applications: please send your application only in English to:
rh@teemphotonics.com