

Technical Sales / Application Engineer - Optics

Photonics is growing field and an enabling technology for a wide range of applications. This is an exciting opportunity for an engineer with an interest lasers and optics to use their technical skills in a business environment.

Santec is a innovative, high-tech company, manufacturing fibre optic components, test instruments and 3D imaging products. These are sold into industries including telecom, fiber optic cable assembly, medical imaging, industrial imaging, silicon photonics, quantum optics and laser processing. Santec has an excellent reputation and established sales base including many tier 1 customers.

Using a consultative approach, you will be required to provide pre and post sales technical support to customers throughout Europe. A successful candidate should have a solid technical background in physics or electronic engineering, with an interest in optics and a willingness to apply this knowledge in a sales environment. Working in a small team, you will be encouraged to take full responsibility for each client and business opportunity.

You will be required to:

- Provide pre- and post-sales technical advice to customers.
- Take responsibility for the sales process - end-to-end, technical & commercial.
- Manage existing accounts, establish relationships and become a trusted advisor.
- Adopt a pro-active approach to develop new business and accounts.
- Demonstrate Santec's equipment at customer premises and trade shows.
- Follow market trends and customer feedback to propose design improvements and new products.

You must:

- Have a degree (BSc or above) in Physics or Electrical/Electronic Engineering and be familiar with optics.
- Be organized to manage multiple projects.
- Be able to work autonomously.
- Have good communication skills both oral and written.
- Have a full clean driving licence and be willing to travel.
- Be inspired by working in an international environment.

The position offers an excellent opportunity for an enthusiastic and versatile individual. It is a unique opportunity as a commercial role where your technical knowledge will be valued, and further developed. Full support and training will be provided. You must be a British national or have appropriate visa to work in the UK. This is a full-time position, working from our office close to Didcot in Oxfordshire. Applications are welcome for recent graduates as well as those with experience.