

Director, Sales and Marketing, Eastern US Region

Remote or In-Office

The Opportunity

Access Optics, Inc. supplies exceptional optics – optical devices, subassemblies, components and coatings -- to a notable list of international OEMs: While we deal with customers across the full spectrum of optical technology applications, **we specialize in miniature optics and assemblies for surgical/medical applications including surgical robotics and disposable minimally-invasive imaging devices.** Our ISO 13485:2016, 9001:2015 certifications along with our FDA and ITAR registrations serve as testimony to Access Optics' world class quality.

The Position

We're seeking talented, motivated, and experienced Executive Sales Professional to spearhead our sales and marketing efforts in the Eastern US + Europe + Israel. Supported by a best-in-the-business technical and operations team and backed by significant new investment in plant and equipment, the winning candidate will drive Access Optics' expansion in current and new markets. As a successful candidate for this position, you will:

- Identify emerging markets/applications/products and participate in corporate strategy development to predict industry trends and secure early market penetration. Use Access Optics' database, your network of industry contacts and external resources to identify new leads within the industry and cultivate business opportunities.
- Meet quarterly sales targets through development and execution of specific account and product strategies to achieve sales growth. Maintain current knowledge of the relevant markets & competitors to develop competitive pricing and address long term strategic planning.
- Manage key accounts & aggressively market company services and products to new clients while being very responsive to customer requests. Must also be able to balance multiple sales projects and customers. Conduct prospecting and sales activities including customer site visits, domestic/international tradeshows and conferences.
- Work with AO's optical design, product development and technology staff to introduce innovative, timely technical product solutions.
- Prepare presentations and website materials to effectively sell company services. Devise internet and social media campaigns to generate new sales leads. Coordinate meetings & presentations between prospective clients & company subject matter experts to demonstrate company expertise & drive business wins.
- Prepare forecasts, reports and analyses for executive management

The Candidate

The successful candidates will have a minimum of a bachelor's degree in a technical discipline, physics, EE, and at least three years of specific experience in OEM sales of optics, thin film coatings or optical products. A demonstrated track record of working collaboratively from a remote office-based environment is a major plus.

The winning candidate will also have:

Clear understanding of optical component configurations/specifications and broad, general knowledge of applications in imaging and photonics systems including a working knowledge of optical components, coatings, and assemblies.

Proficiency with MS Office, Outlook and Project as well as CRM database software

Ambition and drive to be the best with the expectation to be compensated accordingly.

US Citizenship Required

Work Location:

- Fully Remote with regular, periodic visits to our corporate location near Tulsa, OK
- Or, at successful candidate's discretion, Position could also be in-house with generous relocation package

Compensation: This position offers industry-competitive salary + aggressive commission compensation.

Benefits:

- 401(k)
- 401(k) matching
- Dental insurance
- Life Insurance
- Health insurance
- Short Term Disability
- Exceptional Paid time off plan
- Parental leave
- Professional development assistance
- Tuition reimbursement
- Vision insurance
- 3 weeks PTO first year
- Student Loan Repayment Assistance

Email your CV in confidence to: careers@accessoptics.com