Job Description

Applications Sales Engineer

Job description

Send resumes to: HR@abrisa.com  Location: Santa Paula, Ca.

ABRISA TECHNOLOGIES (www.abrisatechnologies.com) designs, manufactures, and distributes precision optical coating solutions and custom fabricated glass optical products via two divisions: Abrisa Industrial Glass, located in Santa Paula, CA and ZC&R Coatings for Optics located in Torrance, CA. Both companies are in the Los Angeles metropolitan area with 125,000 sq. ft. of manufacturing floor space and approximately 150 employees.

We are currently seeking an Applications Sales Engineer to join the team in Santa Paula, CA. We offer a competitive Hourly wage $28-$30 per hour along with a comprehensive benefits package, including Medical, Dental, Vision, 401k, etc.

Reports To: Engineering Sales Manager

Purpose: Act as a technical and sales interface and resource to customers and other departments within the company.

Essential Duties and Functions: Essential duties and functions, pursuant to the Americans with Disabilities Act, may include the following. Other related duties may be assigned as deemed necessary by supervisor.

- Serving as a general point of contact between company and assigned customers and prospects.
- Understanding detailed customer applications and identifying glass fabrication solutions.
- Generating sales quotations along with supporting technical and costing documentation.
- Providing production with designs and documentation as needed.
- Assisting production with analysis and recommending design adjustments.
- Reviewing and proscribing changes to router packets for work orders conveying any customer furnished or other necessary information to provide for complete work instructions.
- Assisting the quality department with difficult or abnormal inspect process development.
- Assisting as a source of technical knowledge regarding glass fabrication and related information.
- Experience in dealing with customers on a technical level

Responsibilities-Supervision and/or Leadership Exercised: None

Knowledge, Skills, and Abilities:

- Excellent communication skills, including the ability to understand technical specifications and to communicate regarding these with technical and non-technical personnel
Job Description

Applications Sales Engineer

- Analytical skills to accurately translate customers’ needs into products and industry trends.
- Ability to prioritize multiple projects and to execute effectively and achieve results
- Macola ERP, Salesforce experience preferred, but not required

Travel: Occasional overnight travel is expected for trade show or customer visits

Required Education and Experience:

- Bachelor’s degree in Materials Science, Physics, or one of the Engineering disciplines. In some cases, extensive experience can be substituted for formal education.
- 2-3 years of experience, preferably in glass or optical field

Licenses and Certifications Required: None

Work Authorization: Due to International Traffic in Arms Regulations (ITAR) and Export Administration Regulations (EAR) requirements of this position, all candidates must be presently classified as a “US Person” which includes: a United States citizen; a permanent legal resident (green card holder); or a protected individual (refugee/asylum status)

AAP/EEO Statement: Abrisa Technologies is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, or protected veteran status.

The following physical requirements and conditions described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Physical Requirements:

- **Sedentary work**: Exerting up to 10 pounds of force occasionally and a negligible amount of force frequently or constantly to lift, carry, push, pull or otherwise move objects, including the human body. Sedentary work involves sitting most of the time.

Physical Demands:

- **Fingering**: Picking, pinching, typing or otherwise working, primarily with fingers rather than with whole hand or arm as in handling.
- **Hearing**: Perceiving the nature of sounds at normal speaking levels with or without correction and having the ability to receive detailed information through oral communication and making fine discriminations in sound.
- **Repetitive motions**: Making substantial movements (motions) of the wrists, hands, and/or fingers.
Job Description

Applications Sales Engineer

- **Talking**: Expressing or exchanging ideas by means of the spoken word; those activities where detailed or important spoken instructions must be conveyed to other workers accurately, loudly, or quickly.

**Visual Acuity:**

- The worker is required to have close visual acuity to perform an activity such as: preparing and analyzing data and figures; transcribing; viewing a computer terminal; extensive reading; visual inspection involving small defects, small parts, and/or operation of machines (including inspection); using measurement devices; and/or assembly or fabrication of parts at distances close to the eyes.

**Work Environment:**

- The worker is not exposed to adverse environmental conditions.
- PPE requirements: Steel-toed shoes and safety glasses required when on production floor as a minimum. Other PPE may be required depending on area and specific functions.

Work Remotely

- No

Job Type: Full-time

Send resumes to: HR@abrisa.com  Location: Santa Paula

This description is intended to indicate the kinds of tasks and levels of work difficulty required of the position given this title and shall not be construed as declaring what the specific duties and responsibilities of any particular position shall be. It is not intended to limit or in any way modify the right of management to assign, direct and control the work of employees under supervision. The listing of duties and responsibilities shall not be held to exclude other duties not mentioned that are of similar kind or level of difficulty.