

## Optical Coating Sales Manager, Industrial Technical Glass (Southeast Region)

### Company Overview

Abrisa Technologies ([www.abrisatechnologies.com](http://www.abrisatechnologies.com)), is a leading US-based Photonics company who partners with customers, from concept through production, providing technical expertise and volume manufacturing experience for custom designed solutions of thin film coatings, fabricated technology glass and house designed ready-to-install photonic assemblies. We have facilities located in California and West Virginia.

### The Position

We are looking for a self-driven, innovative, and solutions-oriented business development individual to join Abrisa Technologies with focus on revenue generation for our precision-machined glass products division. Our customers serve many exciting markets: Photonics, Custom Flat Displays & Touchscreens, Micro-Opto-Electronics, Lighting, Imaging and Sensing, Industrial Automation, Defense and Avionics, Medical, Optics, Automotive - all of which are enabled by Photonics technology.

If you enjoy collaborative consultative selling on a B2B basis, easily establish relationships at any level, are an intent “listener” and influencer and are excited by the prospect of selling Photonics solutions to diverse markets, this is the place for you! This position allows for remote working – and hence is open to individuals across the US, provided they live within a short driving distance from a major airport due to frequent travel.

### Job Responsibilities

- Develop Business growth and Account Management strategies
- Drive plan execution/actions with the team to secure new business at a fast pace while nurturing existing Business
- Facilitate development of multi-level B2B relationships
- Strategic Account Development and Management
- Work with the team to maintain high level of customer satisfaction
- Reporting, tracking and presentation of results to Management
- Significant independence, creativity and latitude are required.
- Manage technical projects directed by implementing new products and processes.
- May also perform some manufacturing engineering work.
- Familiar with standard project management tools such as Gantt Charts, Resource Maps and Constraint Management.
- Relies heavily on matrix influence to plan and accomplish goals.

### Qualifications

- 5+ years in technical sales, business development or customer facing program or product management role.
- **Must have** experience in optical coatings.
  - Prefer 2 or more years’ experience selling optical coatings.
- Experience within Photonics, optics, thin film and/or glass.

- BA/BS or equivalent industry experience in custom Glass Fabrication, Photonics, thin film, or similar market segments with a made-to-order focus.
- Ability to develop and execute account strategy, sales forecasts, drive pipeline/funnel to achieve growth objectives.
- Identify, develop, and secure new OEM and large contract opportunities for existing and new strategic accounts.
- Responsible for lead generation and qualification as well as identifying and growing new opportunities.
- Ability to influence customer stakeholders and deliver proposals of our unique solutions and value propositions.
- Learn our solutions, understand customer applications, needs, market trends, and the competing market alternatives.

#### Other

- Familiarity with Commercial, Industrial and Photonics-enabled Markets and Applications, Flat-glass Display, Imaging/Sensing, Defense/Avionics, Medical/Dental, Analytical, Lighting etc.
- Experienced in establishing and managing sophisticated multi-level relationships and works well in teams consultative, collaborative team approach with customers, operations, product management, sales teams and engineering to achieve operational excellence, customer satisfaction and achieve strategic growth objectives. Ability to partner with operations to ensure profitability. Reviewing and selling competitive technical strengths and securing a mix of business, selling on terms that capitalizes on the company's unique capabilities.
- Excellent influencing, negotiation, presentation, training and written and oral communication skills
- Proficiency in computer, software, data analysis, documentation skills: Salesforce, Microsoft Office, PowerPoint, video conferencing, and comfort utilizing ERP systems such as Macola
- Able to travel up to 75% within North America to support customer and factory visits, tradeshow or other sales needs
- Demonstrated initiative, resiliency, flexibility, time-management, and organizational skills

#### **Benefits:**

- Benefits start 30 days from hire 1<sup>st</sup> of the next month
- 10 paid holidays
- 401K with company match after a year
- Employer owned company share options available after one full year of employment

Abrisa is an Equal Opportunity Employer. Abrisa does not discriminate on the basis of race, religion, color, sex, gender identity, sexual orientation, age, non-disqualifying physical or mental disability, national origin, veteran status or any other basis covered by appropriate law. All employment is decided on the basis of qualifications, merit, and business need.