



Sales Engineer Job Summary

Job Summary

Do you have a technical background but enjoy interaction with others? Come learn about the fascinating world of photonics and use your knowledge and people skills to provide technical solutions to customers. We are seeking a bright, personable and energetic individual to fill our Sales Engineer opening. The position has multiple facets, but you will primarily be focused on taking care of existing customers and gradually developing new ones. Initially, you will start out learning the optical fabrication and thin-film coating business and what solutions we can provide for our customers. Then you will transition into account management with our existing corporate customer base (B2B). Over time, we will expect you to be able to identify new sales prospects to grow our business and proactively seek out those opportunities. You will work internally with Production Control and Engineering to become an effective liaison between our company and our customers. In addition to sales, you will work with our Management team to enhance our brand and increase our marketing efforts. Travel requirements will include one week per quarter, in addition to trade show attendance.

Essential Skills and Requirements

- Bachelor's Degree in a technical field (science, math or engineering) and/or experience in optics
- Sales experience demonstrated through work or internships (technical preferred)
- Effective public speaking and presentation skills
- Mechanical and technical ability
- Methodical and detail-oriented
- Organized
- Effective written and oral communicator
- Ability to multi-task
- Strong work ethic
- Positive attitude

About PFG

Since 1977 PFG Precision Optics has manufactured and coated ultra-high precision optics installed in various types of military and commercial equipment. Industries in which these optics are used include military, test & measurement, semiconductor, imaging, medical and telecommunications.

Company Benefits

PFG Precision Optics provides a competitive benefits package for our full-time employees, including:

- Medical and Dental Insurance
- Life Insurance
- Short-Term Disability
- Simple IRA with Company Match
- Fitness Membership Reimbursement
- 9 Paid Holidays per year
- Paid Vacation
- Weekly Pay

"Perfection is Forever our Goal"