



✉ careers@dataray.com

📍 1675 Market Street  
Redding, CA 96001

☎ +1 530 395 2500

# Sales Engineer

**LOCATION:** Redding, CA

**STATUS:** Full-time/Non-exempt

## **JOB DESCRIPTION:**

DataRay Inc., the worldwide leader in laser beam profiling and analysis, is seeking a technically adept and motivated Sales Engineer. The Sales Engineer is responsible for developing new business by working with current and potential customers via inside and outside sales. This includes conducting product demonstrations to show how DataRay's beam analysis systems—such as the WinCamD line of beam profiling cameras—are the ideal solutions for our customers' applications. The Sales Engineer is also responsible for pre-sales support in coordination with the Engineering & Support team. As an integral member of the DataRay team, the Sales Engineer's essential job functions include, but are not limited to:

- Developing and growing sales in the US and around the world
- Identifying sales opportunities at new and existing customers
- Generation of sales quotes
- Timely response to inquiries
- Accurate booking of customer orders into ERP system
- Availability for off-hour international sales calls as necessary
- Frequent business travel, including attendance at industry trade shows and product demonstrations
- Entry and follow-up of sales leads
- Maintaining a sales pipeline and tracking sales opportunities via CRM
- Periodic reporting & forecasting to management, including identification key areas for growth
- Benchmarking global sales representatives & distributors
- Help ensure DataRay's service and products continuously exceed customer expectations
- Demonstrate DataRay's expert knowledge and ability to provide technical solutions to potential and existing customers
- Provide critical user feedback to product development teams
- Assist in the development of marketing materials, such as advertisements or online videos

## **MINIMUM QUALIFICATIONS:**

- Bachelor's degree in Electrical Engineering, Optics, Physics, or a related engineering field, or equivalent work experience

## **PREFERRED QUALIFICATIONS:**

- 3+ years professional work experience in a technical environment
- Technical sales experience
- Multi-lingual (especially German, Korean, or Mandarin)
- Familiarity with ERP systems and business processes



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#### KNOWLEDGE AND SKILLS:

- Working knowledge of general photonics and beam profiling
- Ability to write and speak effectively to customers and team members
- Ability to read and comprehend technical documents such as procedure manuals, routine reports
- Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists
- Ability to work independently and as part of a team
- Ability to multitask effectively
- Practical experience with MS Office apps, CRM, and ERP systems
- Strategies for successful lead generation and follow-up

#### ABOUT DATARAY:

Founded in 1988, DataRay Inc. is the worldwide leader in laser beam profiling and analysis, delivering high-quality, affordable, and reliable instrumentation to the photonics industry. Product lines include beam profiling cameras (covering 190 nm to 16  $\mu\text{m}$ , model-dependent), and scanning slit beam profilers (covering 190 nm to 2.5  $\mu\text{m}$ , model-dependent). For more information, visit [www.dataray.com](http://www.dataray.com) or email [careers@dataray.com](mailto:careers@dataray.com).

*DataRay Inc. is proud to provide equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, gender identity or expression, national origin, age, disability or genetics. In addition to federal law requirements, DataRay Inc. complies with applicable state and local laws governing nondiscrimination in employment.*