

Junior Sales Manager

Cybel is a fast growing, high technology company in the photonics industry, and has an immediate opening for a Junior Technical Sales Manager at its facility located in Bethlehem, Pa. Cybel manufactures and distributes photonic products for the industrial, medical, research, and defense markets: www.cybel-llc.com

The ideal candidate is a college graduate looking to become a top sales representative in an ever growing photonics industry. This self motivated person will be responsible for promoting and selling Cybel products within an assigned territory, leveraging relationships, closing new business and ensuring customer retention. We expect this individual to rapidly gain a commanding knowledge of our Cybel product line, as well as that of our partners.

The position will require some travel up to 25%, with on occasion assignments requiring more than one week away from home. The employee must be a US citizen or a US permanent resident.

Responsibilities

1. Represent the company in a professional manner and integrity in all dealings with customers and colleagues. Appearance and conduct are expected for the work environment whether at the company or customer site.
2. Respond to customer sales inquiries and requests with real time technical and sales support via email and telephone.
3. Generate business leads and quotes, follow up quotes and maintain sustaining accounts, manage opportunities and identify new opportunities by qualifying customer inquiries.
4. Visit customer sites and attend photonic trade shows to generate new customers, increase revenues, and promote product lines.
5. Generate sales forecast and provide regular reporting on customer activities.

Job requirements

1. BS in engineering or MS degree (preferred) or sufficient experience training in engineering, physics or optical technology.
2. Some sales related experience is a plus.
3. Some related knowledge of photonic products and applications is a plus.
4. Excellent written and verbal communication skills.
5. Ability to work independently and as a team member.
6. Proficient in Microsoft and Internet applications.
7. Strong self management skills with ability to handle multiple tasks and deadlines.

Qualified interested candidates should submit a resume to hr@cybel-llc.com