

Job Title: Technical Sales Engineer

Overview: Provide sales and technical support for established customers and identify new sales opportunities/products from industry knowledge and sales leads. Understand the customer's goals and business objectives to define a valuable deliverables list and timeline.

Retaining current customers and attracting new ones, the sales engineer helps customers have a smooth, trouble free experience during product design-in and production stages. He/she will continue to serve as a liaison between the customer and our company throughout the sales cycle and the product life cycle. The sales engineer is asked to contribute to additional tasks related to sales, such as market research/insight, using their familiarity with clients' purchasing needs.

Job Description: The successful candidate will be responsible for obtaining/supporting new customers and building positive relationships with customer by assisting them in the successful design implementation of HOYA Xponent optical components into their products. In addition, the engineer will provide pre and post-sales technical support. Specific duties will include: monitoring and supporting customer design efforts; providing both remote and on-site customer support, performing schematic reviews, lab experiments and interfacing with HOYA Xponent's internal engineering team as needed to help debug and resolve customer issues, evaluation of system design, and creation/release of customer-viewable collateral support material.

The engineer will be responsible for co-developing reference designs, design guides and application notes. These reference design activities will include: 1) specification of IC's, 2) RF signal integrity design and test, 3) EMI/electrical crosstalk design and evaluation and 4) DC control circuits and video amp circuitry. The sales engineer will also support trade show and customer technical demonstrations as well as supporting/training the sales force and making customer presentations.

Job Qualifications: The candidate must have a solid technical background in high speed analog electronic circuits, PCB layout techniques, experience with RF characterization techniques and equipment. Knowledge of high speed (GHZ range) electronic design and a working knowledge of PLC, lasers, and photodiodes are desirable. Must have effective verbal presentation and written communication skills. Candidate must be willing to travel both domestically and internationally frequently. The candidate must also be self-motivated, have sales experience and project management skills. Work home base location is Monrovia, CA.

Education & Business Experience: The minimum requirements for this position are a Bachelors degree in Electrical Engineering or related field, and three years' work experience and more than one year of field application engineering experience and more than two years of sales related experience. The ideal candidate will be a self-motivated team player, well organized, with strong analytical and interpersonal skills.

Previous work in related Optoelectronics communication is a favorable consideration. The ability to communicate effectively in Mandarin is considered a strong positive factor.

For consideration, please email resumes to resume@hoyaoptics.com and include "Technical Sales Engineer" in the subject line.

Hoya Xponent is an Equal Opportunity Employer.