



**JOB POSTING DATE:**

**Job Title:** Regional Sales Manager  
**Company Name:** Thorlabs  
**Street Address:** 56 Sparta Ave  
**City: State: Zip:** Newton, NJ 07860

The OEM Regional Sales Manager-USA West Coast is an accomplished technical sales professional that is responsible for developing and maintaining relationships with OEM customers and Key Accounts in a defined geographical region. A primary focus of this position will be developing a regional sales plan to ensure that current OEM customers are properly supported by Thorlabs global OEM team as well as business unit engineers. The RSM will also focus on new business generation, including lead qualification and solution development in many areas of the photonics industry. Activities include frequent communication with the customer (specifications, pricing, product availability, services, etc), contract negotiation, and coordination of design and manufacturing resources for custom solutions. Key to this role is close engagement with the various business units and entities across the global Thorlabs organization representing extensive manufacturing capabilities.

**Essential Job Functions include the following, but are not limited to:**

- Qualify and understand OEM customer technical needs to assemble and lead internal team of experts to deliver on OEM customer projects
- OEM and Key Account Management
  - Dedicated point of contact for the customer
  - Ensure that products and services meet or exceed customer expectations
  - Handle all negotiations with OEM customers and Key Accounts
  - Be the customer's advocate within Thorlabs
- Work with OEM Project Managers, Engineers, Sales Coordinators and other support staff to provide customers with custom solutions from project conception to project end-of-life strategies
- Provides accurate sales forecasting to Director of OEM Sales and helps define strategies for territory and specific market growth
- Provides market feedback to R&D and MarCom groups
- Attends tradeshows regularly
- Manage and maintain pipeline and opportunities in CRM

**Experience Required:**

- Minimum 5 years of experience in technical sales and/or key account management, preferably with OEM accounts and/or in the photonics industry

**Education:**

- BS in a Photonics related field (Physics, Engineering, BioPhotonics, etc) or equivalent experience

**Specialized Knowledge and Skills:**

- Highly organized, able to plan and coordinate activities within a sales region including planning customer visits, organizing small trade shows, etc.
- Creative sales and business development strategies for lead generation
- Excellent attention to detail
- Strong communication skills.
- Demonstrated experience in a customer centric environment
- Ability to work independent as well as part of a team
- Demonstrated experience in Microsoft Dynamics, CRM, Microsoft Office (Excel, Word, Power Point) and communication tools
- Ability to work under time constraints
- Learning oriented
- Ability to fluently write and speak English

**How to Apply:**

Please be sure to complete an application on the company's career site for consideration:

[https://recruiting.myapps.paychex.com/appone/MainInfoReq.asp?R\\_ID=2528015](https://recruiting.myapps.paychex.com/appone/MainInfoReq.asp?R_ID=2528015)

*Thorlabs values its diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status. Job descriptions are not intended as and do not create employment contracts. The organization maintains its status as an at-will employer. Employees can be terminated for any reason not prohibited by law.*