



Job Title: Equipment Sales Specialist
Reports To: Sales Manager

Senko Advanced Components is a recognized Global Leader in Fiber Optic Interconnect products for nearly 25 years in the USA. Based in the Boston area, we are a privately owned company that has continued to grow year after year.

We are looking for a skilled individual to manage the sales and service of our specialized equipment line and accessories.

Overview of Products

- Sumix interferometers & scopes
- Polishing films
- Various Cleaners
- APC-8000

Responsibilities

- Leadership role in the development of new accounts for specified equipment
- Input into accountability for meeting the Equipment sales plan
- Maintain and have accountability for customer contact and sales data for the territory
- Coordination and cooperation for territory sales managers to jointly develop accounts
- Demonstration and training of equipment to customers in the field and employees internally
- Service, repair and maintenance of Equipment in the field
- Promote and selling laboratory testing thru Resolute Technologies
- Contribution to the development of necessary literature and promotional items

Qualifications

- BA or technical degree or equivalent working experience
- Background in fiber optics, connectors, cable assemblies or similar electro-mechanical devices (i.e. interferometers)
- 3-5 years' experience in direct sales to OEM's, developing territories, and new business
- Must be comfortable with the termination procedure, ability to cut fiber and polish machines listed above.
- Ability to travel (50%)
- Proficient with MS Office
- Knowledge of MAS500 a plus

For more information, please send resume to careers-usa@senko.com.