



We are recruiting an Inside Sales and Applications Engineer for our Photonics group.

Lambda is a leading supplier of characterisation, measurement and analysis equipment applied to signals, from DC to Light. Our company offers hardware, software and integrated solutions. Lambda provides laser systems and accessories; non-contact measurement systems; machine vision solutions and electrical test and measurement equipment to a wide customer base.

We have an opportunity for an **Inside Sales and Applications Engineer** to join the Lambda team. The candidate will be required to further expand our existing customer base in the fields associated with Lasers and Laser Accessories and their related applications across the UK and Ireland. A self-starter; they should be comfortable interacting at all levels from MD's & professors to technicians and purchasing departments. The successful candidate will be familiar with Lasers and Laser Accessories and their associated application areas.

Responsibilities:

- Customer related product feasibility studies and sample analysis.
- Product sales, some customer visits & key account management, marcom activities & events.
- Manage existing, identify and develop new customers.
- Technical support, integration & installation.
- Identify complementary products to add to existing product line.

Qualifications:

- Scientific education (degree or equivalent) and background in laser physics, spectroscopy, optical components, materials science, or any equivalent area of the physical sciences.
- Experience using, selling and supporting laser-based equipment or components to industry and academia.
- Ability & confidence to provide "on-site" technical support and demonstrations.

Person:

- Passion for technology and desire to act as the sales consultant within a technically driven market.
- Organised, detail-oriented, a self-starter, a positive attitude and excellent communication skills.
- Ability to establish strong working relationships with customers & suppliers.
- Flexibility and willingness to travel throughout the UK and Ireland.

A competitive base salary plus quarterly sales-related commission will be payable. Benefits include private medical insurance, profit share and membership of a Company Pension Plan.

If you are interested in this vacancy, please apply in writing, enclosing your current CV to:

Anne Fallon

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