

Application Specialist

Taking on a dynamic role in fast-growing environment, the Account Manager will be responsible for promoting Laserax's and DPSS Lasers leading technology and products to end users within the assigned territory in order to achieve the company's sales goals. The ideal candidate will be a key player in rapidly achieving maximum sales growth in the United States and Canada all while maintaining profitability.



BEAM WITH US

- Use marketing generated leads, cold reach out, networking and other resources to consistently and efficiently contact people in the medical industry across various prospecting channels (in person, by phone, by email, with social media, etc.) to rapidly grow and maintain the sales pipeline.
- Travel to customer locations whenever necessary, to promote Laserax's leading technologies, develop relationships and create business opportunities, as well as negotiate and close deals.
- Respond promptly and efficiently to customer requests and provide technical consultation and service to help solve their applications using Laserax's products in the medical, selecting and promoting the proper company products/services for their application.
- Clearly identify and communicate all customer needs and specifications to the Application Specialist team to prepare quotes.
- Ensure that opportunity pipelines are constantly up to date in the company's CRM.
- Manage day-to-day activities with little supervision and report the progress of all ongoing sales activities on a weekly basis and participate in developing forecasts.
- Assist in the implementation of sales and marketing plans by participating in tradeshow, technical events, in-house demonstration sales meetings and other sales events. Contribute to territory's strategic plan.
- Develop a thorough understanding of Laserax products and applications through workshops, webinars, and on-the-job training.



WHAT WE'RE LOOKING FOR

- Bachelor's degree in engineering, Life Sciences or a related field.
- Proven experience in medical device sales or a related field.
- 2+ years of experience in a commercial position for photonics medical equipment
- Excellent communication, negotiation, and interpersonal skills. Strong ability to create personal relationships with customers
- Excellent presentation, strong communication, interpersonal and negotiation skills
- Interest and aptitude to master Laserax's highly technical products.
- Hunter sales profile (growing market from scratch share and closing deals)
- Good understanding of customers, market dynamics and requirements in at least one of the medical industry.
- Able to work independently as well as part of a team in a dynamic and fast-growing business environment
- Willingness to travel 60% of the time, including the possibility of short notice overnight travel.

BEAMING YOU UP

AT LASERAX, WE'RE PUSHING BACK LIMITS SINCE 2010

Laserax, a global leader in advanced laser solutions, recently acquired DPSS Lasers Inc., a California-based manufacturer specializing in high-power, 355 nm Ultraviolet (UV), solid-state lasers.. This strategic acquisition significantly enhances Laserax's expertise in UV and short-pulsed laser technology, enabling the company to deliver even more precise and efficient laser solutions.

THE VALUES THAT MOTIVATE US EVERY DAY



PRIDE



INNOVATION



FUN

[APPLY HERE](#)



**Advantageous working conditions,
including a flexible schedule,
a range of comprehensive insurance,
and more**

WHAT WE OFFER



**Importance given
to your internal journey
and your professional influence
within Laserax**



**Being at the heart of
innovation in a fast growing
company**

**Great
Place
To
Work®**



**Varied regular and unifying
social activities
and for all tastes**

LASERAX

101-2811 Watt Ave
Quebec QC G1X 4S8
Canada
+1 418 780-7324

LASERAX USA

50489 Pontiac Trail
Wixom MI 48393
USA
+1 888 427-2024

LASERAX GMBH

Im Kleinfeld 17
79189 Bad Krozingen
Deutschland
+49 (0)7633-836-4935

DPSS LASERS /LASERAX

2525 Walsh Ave. Santa
Clara, CA 95051
USA
+1 408.988.4300

LASERAX/ SINTO

71-2, Aza-Tsukeda
Oaza-Nishijo, Oharu-cho
Amagun, Aichi
JAPAN

LASERAX.COM





Account Manager Medical – Northeast and Midwest

Taking on a dynamic role in fast-growing environment, the Account Manager will be responsible for promoting Laserax's and DPSS Lasers leading technology and products to end users within the assigned territory in order to achieve the company's sales goals. The ideal candidate will be a key player in rapidly achieving maximum sales growth in the United States and Canada all while maintaining profitability.



BEAM WITH US

- Use marketing generated leads, cold reach out, networking and other resources to consistently and efficiently contact people in the medical industry across various prospecting channels (in person, by phone, by email, with social media, etc.) to rapidly grow and maintain the sales pipeline.
- Travel to customer locations whenever necessary, to promote Laserax's leading technologies, develop relationships and create business opportunities, as well as negotiate and close deals.
- Respond promptly and efficiently to customer requests and provide technical consultation and service to help solve their applications using Laserax's products in the medical, selecting and promoting the proper company products/services for their application.
- Clearly identify and communicate all customer needs and specifications to the Application Specialist team to prepare quotes.
- Ensure that opportunity pipelines are constantly up to date in the company's CRM.
- Manage day-to-day activities with little supervision and report the progress of all ongoing sales activities on a weekly basis and participate in developing forecasts.
- Assist in the implementation of sales and marketing plans by participating in tradeshow, technical events, in-house demonstration sales meetings and other sales events. Contribute to territory's strategic plan.
- Develop a thorough understanding of Laserax products and applications through workshops, webinars, and on-the-job training.



WHAT WE'RE LOOKING FOR

- Bachelor's degree in engineering, Life Sciences or a related field.
- Proven experience in medical device sales or a related field.
- 2+ years of experience in a commercial position for photonics medical equipment
- Excellent communication, negotiation, and interpersonal skills. Strong ability to create personal relationships with customers
- Excellent presentation, strong communication, interpersonal and negotiation skills
- Interest and aptitude to master Laserax's highly technical products.
- Hunter sales profile (growing market from scratch share and closing deals)
- Good understanding of customers, market dynamics and requirements in at least one of the medical industry.
- Able to work independently as well as part of a team in a dynamic and fast-growing business environment
- Willingness to travel 60% of the time, including the possibility of short notice overnight travel.

BEAMING YOU UP



Medical Account Manager

Taking on a dynamic role in fast-growing environment, the Account Manager will be responsible for promoting Laserax's and DPSS Lasers leading technology and products to end users within the assigned territory in order to achieve the company's sales goals. The ideal candidate will be a key player in rapidly achieving maximum sales growth in the United States and Canada all while maintaining profitability.



BEAM WITH US

- Use marketing generated leads, cold reach out, networking and other resources to consistently and efficiently contact people in the medical industry across various prospecting channels (in person, by phone, by email, with social media, etc.) to rapidly grow and maintain the sales pipeline.
- Travel to customer locations whenever necessary, to promote Laserax's leading technologies, develop relationships and create business opportunities, as well as negotiate and close deals.
- Respond promptly and efficiently to customer requests and provide technical consultation and service to help solve their applications using Laserax's products in the medical, selecting and promoting the proper company products/services for their application.
- Clearly identify and communicate all customer needs and specifications to the Application Specialist team to prepare quotes.
- Ensure that opportunity pipelines are constantly up to date in the company's CRM.
- Manage day-to-day activities with little supervision and report the progress of all ongoing sales activities on a weekly basis and participate in developing forecasts.
- Assist in the implementation of sales and marketing plans by participating in tradeshow, technical events, in-house demonstration sales meetings and other sales events. Contribute to territory's strategic plan.
- Develop a thorough understanding of Laserax products and applications through workshops, webinars, and on-the-job training.



WHAT WE'RE LOOKING FOR

- Bachelor's degree in engineering, Life Sciences or a related field.
- Proven experience in medical device sales or a related field.
- 2+ years of experience in a commercial position for photonics medical equipment
- Excellent communication, negotiation, and interpersonal skills. Strong ability to create personal relationships with customers
- Excellent presentation, strong communication, interpersonal and negotiation skills
- Interest and aptitude to master Laserax's highly technical products.
- Hunter sales profile (growing market from scratch share and closing deals)
- Good understanding of customers, market dynamics and requirements in at least one of the medical industry.
- Able to work independently as well as part of a team in a dynamic and fast-growing business environment
- Willingness to travel 60% of the time, including the possibility of short notice overnight travel.

BEAMING YOU UP

AT LASERAX, WE'RE PUSHING BACK LIMITS SINCE 2010

Laserax, a global leader in advanced laser solutions, recently acquired DPSS Lasers Inc., a California-based manufacturer specializing in high-power, 355 nm Ultraviolet (UV), solid-state lasers.. This strategic acquisition significantly enhances Laserax's expertise in UV and short-pulsed laser technology, enabling the company to deliver even more precise and efficient laser solutions.

THE VALUES THAT MOTIVATE US EVERY DAY



PRIDE



INNOVATION



FUN

**Great
Place
To
Work®**

WHAT WE OFFER



Advantageous working conditions, including a flexible schedule, a range of comprehensive insurance, and more



Being at the heart of innovation in a fast growing company



Importance given to your internal journey and your professional influence within Laserax



Varied regular and unifying social activities and for all tastes

LASERAX

101-2811 Watt Ave
Quebec QC G1X 4S8
Canada
+1 418 780-7324

LASERAX USA

50489 Pontiac Trail
Wixom MI 48393
USA
+1 888 427-2024

LASERAX GMBH

Im Kleinfeld 17
79189 Bad Krozingen
Deutschland
+49 (0)7633-836-4935

DPSS LASERS / LASERAX

2525 Walsh Ave. Santa
Clara, CA 95051
USA
+1 408.988.4300

LASERAX / SINTO

71-2, Aza-Tsukeda
Oaza-Nishijo, Oharu-cho
Amagun, Aichi
JAPAN

AT LASERAX, WE'RE PUSHING BACK LIMITS SINCE 2010

Laserax, a global leader in advanced laser solutions, recently acquired DPSS Lasers Inc., a California-based manufacturer specializing in high-power, 355 nm Ultraviolet (UV), solid-state lasers.. This strategic acquisition significantly enhances Laserax's expertise in UV and short-pulsed laser technology, enabling the company to deliver even more precise and efficient laser solutions.

THE VALUES THAT MOTIVATE US EVERY DAY



PRIDE



INNOVATION



FUN

**Great
Place
To
Work®**

WHAT WE OFFER



Advantageous working conditions, including a flexible schedule, a range of comprehensive insurance, and more



Being at the heart of innovation in a fast growing company



Importance given to your internal journey and your professional influence within Laserax



Varied regular and unifying social activities and for all tastes

LASERAX

101-2811 Watt Ave
Quebec QC G1X 4S8
Canada
+1 418 780-7324

LASERAX USA

50489 Pontiac Trail
Wixom MI 48393
USA
+1 888 427-2024

LASERAX GMBH

Im Kleinfeld 17
79189 Bad Krozingen
Deutschland
+49 (0)7633-836-4935

DPSS LASERS / LASERAX

2525 Walsh Ave. Santa Clara, CA 95051
USA
+1 408.988.4300

LASERAX / SINTO

71-2, Aza-Tsukeda
Oaza-Nishijo, Oharu-cho
Amagun, Aichi
JAPAN