

## JOB SPECIFICATION

<b>Job Title</b>	<b>Sales Applications Specialist</b>
Department	Sales
Reporting To (Including job title)	Fenton Mann (Technical Sales Manager)
Salary estimate (if known)	Dependent upon experience
Job requirement	Full-time: 37.5 hours per week Core hours: 8am to 5.30pm Monday to Thursday, 8am to 4.30pm Friday Hybrid working considered, depending upon location Anticipated travel requirement: minimum of 40% customer visits/exhibitions

### Introduction

Photek Ltd. is a privately owned company located in East Sussex currently employing just over 60 people. Our core business is design and manufacture of specialised imaging detectors and systems covering a diverse range of industries from aerospace to biomedical. Applications for such detectors include the detection of single photons and ultrafast cameras capable of sub-nanosecond exposure times.

Photek Ltd. is part of Tibidabo Scientific Industries Ltd., a global leader of highly differentiated technologies in scientific and medical research, life sciences, agriculture, recycling, aerospace, defense and security, and industrial markets.

### Job Summary

We are seeking a motivated and knowledgeable Sales Applications Specialist to join our Technical Sales team. The successful candidate will play a crucial role in driving new business development by leveraging their technical expertise to promote Photek's advanced detection and imaging solutions.

This position requires the development of a strong understanding of our products and their applications, as well as the ability to communicate effectively with both potential and existing customers to identify and address their needs.

A key focus will be on exploring new applications for existing products and identifying exciting new areas for product development.

### Key areas of responsibility

#### Market and Applications Development

- Conduct market research to uncover emerging trends, technologies, and customer needs that could drive new business opportunities.
- Collaborate with the R&D team to provide customer feedback and market insights, influencing the development of new products and enhancements to existing products.
- Develop detailed application notes that highlight the capabilities and advantages of Photek's products in various applications, supporting both sales and marketing efforts.
- Work closely with the marketing team to create technical content for brochures, website updates, and other marketing materials. Contribute to marketing campaigns that promote new applications of our products.

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- Maintain up-to-date knowledge of industry trends, competitive products, and emerging technologies to effectively position Photek’s offerings.

### Technical Sales and Support

- Engage with potential and existing customers to identify their needs and provide tailored technical solutions using Photek’s products.
- Conduct product demonstrations, technical presentations, and application discussions to showcase the benefits of Photek’s solutions.
- Collaborate with the Technical Sales Manager to develop and execute strategic sales plans aimed at achieving business growth objectives.
- Provide technical support and guidance to customers throughout the sales process, including post-sales support as needed.
- Prepare and present detailed proposals, quotations, and technical documentation to customers.
- Attend industry conferences, trade shows, and other networking events to promote Photek’s products and build relationships with potential customers.
- Assist in the development and delivery of training programs for customers, distributors and internal sales teams on product applications and technical aspects.
- Day-to-day support and interface with the Sales team, operations and other departments at Photek.

### Person Specification

Factor	Essential	Desirable
<u>Qualifications</u>		
Degree-level qualification in Physics or other relevant scientific field	X	
Masters or PhD level qualification in a relevant scientific field		X
<u>Experience</u>		
Experience in a technical sales or applications engineering role, preferably within the scientific or imaging technology sector.	X	
Prior knowledge/experience relevant to at least one of Photek’s core Application Areas: Physics, Space Science & Aerospace, Chemistry and Materials Science and Microscopy and Life Sciences.	X	
Familiarity with vacuum-based detection technologies and/or imaging systems		X
<u>Knowledge</u>		
Strong technical background with the ability to understand and communicate complex technical concepts.	X	
Demonstrated ability to identify and pursue new business opportunities.	X	

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<u>Skills &amp; Abilities</u>		
Excellent interpersonal and communication skills, with the ability to build strong relationships with customers and internal teams.	X	
Highly self-motivated, proactive, and able to work independently as well as part of a team.	X	
Detail-oriented and efficient	X	
Willingness and confidence to travel as required to meet with customers and attend industry events. (Estimated minimum of 40% travel)	X	