



WE LASER  
THE NEW INDUSTRY

## **Laser Sales Engineer**

FYLA, located in Paterna (Valencia) and with a Sales Office in Sabadell (Barcelona), is a young highly innovative and dynamic company, expert in advanced fiber lasers and solutions for the scientific and industrial markets.

We're currently seeking a qualified Laser Sales Engineer to support and promote the sales around the world. We're looking for a highly driven and enthusiastic candidate who is eager to contribute to the growth of the business by strengthening and improving the company's sales area.

Your main responsibilities will be:

- Create, develop and maintain sales relationships with customers
- Advice customers on the company's products and discuss their technical requirements
- Follow leads on a timely manner and prepare quotations
- Act as first line contact for customer problem resolution
- Write technical articles and corporate material for promotion activities
- Manage and train partners and distributors
- Deliver oral presentations at conferences, workshops and tradeshowes.

The successful candidate shall:

- Be a graduate physicist or similar. The role will involve maintaining technical discussions with specialist customers, and internally within the company. Therefore, a technical background in optics/photonics is required
- Be proficient in English. Fluency in German and/or French will be an advantage.
- Preferably 4 years experience in a similar role. Candidates without previous sales experience but eager to move into this carrier will also be considered
- Have excellent interpersonal and communication skills
- High level of autonomy and initiative

The candidate will work closely with the company's technical team to optimise opportunities and provide customised solutions to our clients. Occasional travel to visit clients and trade shows will be required.

For further information about FYLA, you can visit [www.fyla.com](http://www.fyla.com). To apply for this position, please e-mail us your CV and photo and a cover letter to the email address [fyla@fyla.com](mailto:fyla@fyla.com)