

Director of Business Development

Precision Photonics Corporation of Boulder, CO (www.precisionphotonics.com) is a leader in the field of precision optics manufacturing and laser technology. We're seeking a Director of Business Development to help increase our rapid rate of growth.

Do you wish you could work with a team who trust you, who rely upon you for your insight, relish your attention to detail and appreciate your tenacity to get the job done? How about working for a team who truly recognize your hard work and commitment? What if every morning when you wake up you couldn't wait to get to work? What if the variety of work, the range of people, and the personal growth and learning was extraordinary? If this sounds like an unattainable dream job, it's NOT! A few of these star opportunities do occasionally become available to talented individuals - it's rare - but it happens.

Our ideal candidate will have worked in both sales and technical leadership roles in an optics manufacturing environment producing precision optical components for a minimum of 5 years.

Job title: Director of Business Development
Shift: Day

Precision Photonics Corporation of Boulder, CO (www.precisionphotonics.com), a leader in the field of precision laser optics, thin film coatings, and monolithic optical assemblies is seeking a Director of Business Development to help continue to grow our optics manufacturing division. This full-time position is for a goal-oriented individual who desires to become a key player in a fast growing company.

Responsibilities:

As a Director of Business Development at PPC, the candidate will primarily focus on growing sales of Precision Photonics' optics manufacturing and thin film coating lines. The candidate will concentrate on the identification and development of new opportunities. Job functions performed will be inclusive of the following:

- Maintaining direct customer contact including travel to visit new prospects, key accounts, conferences, and trade shows. (1-2 trips per month typical.) Generate quotes/proposals with rapid turnaround, and perform follow-up as necessary.
- Help increase government funding opportunities through networking, lobbying, and other efforts.
- Analyze current markets to identify new business or technology development opportunities. Provide this marketing feedback to the manufacturing and engineering groups. Help define technology development roadmap.
- Participate as a member of the photonics management team and help generate and maintain the photonics growth plan
- Develop in-depth understanding of PPC technology and capabilities. Help define PPC brand and image based on this understanding. Be able to educate both external customers and internal employees as needed with limited engineering support.
- Maintain communication with operations and engineering management to balance shop and engineering capacity with sales growth.

Requirements:

- Minimum of a Bachelor's degree in a science or engineering discipline
- 5+ years custom optics and thin film coating sales experience in industries such as: telecommunications, aerospace, biomedical, defense, and academic research
- 5+ years R&D or process engineering experience in the field of custom optics manufacturing and/or thin film coatings.
- Strong technical aptitude and an ability to knowledgably discuss PPC's products in a positive, professional manner both internally and externally
- Strong understanding of thin film coatings as well as optical fabrication techniques and methods
- Proven ability to drive growth at the division level or above as evidenced by case examples of >20% growth year over year.
- Excellent oral and written communication skills

Additional information on the company can be found at www.precisionphotonics.com.

Please e-mail resume and cover letter to resumes@precisionphotonics.com. No phone calls, please.

Precision Photonics Corporation is an equal opportunity employer.