

Global Sales Manager

(This is NOT a remote position)

Position Description:

Lumina Power Inc. is the leader in specialty power supplies for laser, electro-optic and semiconductor applications. Our customers include large OEM manufacturers, national laboratories and technical universities. We are a subsidiary of the Heico Corporation, a leading global supplier to the aerospace and electronics industry.

We are actively seeking a qualified candidate for Global Sales Manager with ambition to advance to a leadership role in the future.

The Global Sales Manager is a key driver of the sales, marketing, and engineering functions focused on growing Lumina Power's world-leading laser and electro-optic power supplies and systems. Applications include medical and industrial lasers, solar simulators, semiconductor tools and research & development. As part of Lumina Power's team, the Global Sales Manager will be responsible for identifying customer needs and developing optimal proposals from our product portfolio of highly configurable solutions. The Global Sales Manager will represent Lumina Power through daily customer interaction via phone and email, as well as trade show support and occasional customer site visits. This position will support both existing customers and develop new opportunities.

The position requires organization and focus to serve the needs of customers from many different technical and scientific disciplines with varying applications. To succeed, one must possess strong technical skills, sales skills, and good communication and interpersonal skills with a professional approach to the job. The position requires excellent technical problem-solving skills, drawing on a technical degree to work independently as well as with team members from senior management, design, R&D, quality, and manufacturing to solve customer problems with complete, well-thought-out solutions.

Job Responsibilities Include:

- Own customer inquiries by providing timely and professional responses to domestic and international customers and representatives world-wide.
- Analyze customer technical data to gain understanding of the customer's application and develop customer-specific solutions.
- Represent Lumina Power at trade shows several times per year.
- Define and document special customer product configurations.
- Prepare and execute customer presentations, quotations, bid packages and proposals.
- Generate, review, and price special customer configurations, and provide written quotes for such configurations directly to the customer. Follow up on quotes directly with the customer or with the sales representative.
- Contribute to short and long term product development and improvement plans by actively collecting market intelligence related to the new emerging technology and competitive activities, maintaining an awareness of Lumina Power's markets,

customers, sales opportunities, competitors and products.

- Travel to customer sites to present proposals, resolve technical issues, and assist in closing orders.
- Enter, review and track customer orders. Manage timelines and ship dates.
- Demonstrate a professional approach to the job with good inter-personal skills with both customers and staff.

Position Requirements:

- B.S. in Electrical Engineering
- 5-10 years of experience in technical sales with a preference for experience in power supply sales.
- Proven sales skills, and a strong entrepreneurial drive.
- Attention to detail and good time management skills.
- Proficient in all MS-Office software (Excel, PowerPoint, Word, etc.) Knowledge of Infor/Syteline manufacturing system a plus.
- Excellent interpersonal and communications skills for working with customers and in-house personnel.
- Ability to travel about 15-25% of the time both domestically and internationally.
- Must be a U.S. person (i.e., U.S. citizen, permanent resident, and other protected individuals under the Immigration and Naturalization Act, 8 U.S.C. 1324b(a)(3)) due to access to export-controlled technology.

This is not a position where the employee can work remotely due to the need to interact with engineering and production. Regular office hours at Lumina Power are required when not traveling on business.

Job Type: Full Time

Benefits:

- 401K
- 401K Matching
- Dental Insurance
- Medical Insurance
- Vision Insurance
- Life Insurance
- Flexible spending account
- Paid Time Off (PTO)
- Tuition Reimbursement
- Monday to Friday, 8-hour shift
- Fun Company Events

Ability to commute: 26 Ward Hill Ave., Haverhill, MA 01835

Relocation Available: No