

## Sales Executive

### **Job Description**

This Sales Executive is a key contributor to the achievement of company revenue goals across a broad set of industries and a diverse customer base. Specific account responsibilities are territory dependent and may include large OEM customers, end-user accounts, and government agencies.

- Identifying prospects and closing new business opportunities
- Developing targeted sales campaigns
- Recruitment and development of reseller channel
- Creating & presenting sales proposals/quotations/RFP responses
- Reporting on sales progress and attainment of objectives
- Engagement of cross-functional teams within Headwall & customer organizations
- Representing Headwall at key industry events & trade shows

### **Sales Territory Locations**

- Massachusetts
- Mid-Atlantic (Maryland, Virginia, District of Columbia)
- West Coast
- Europe

### **Education, Experience, and Skills**

The ideal candidate will have a Bachelor's degree or advanced degree with a demonstrated track record of successful sales and a minimum of 6 years of industry experience. Travel within territory, to corporate facilities, and to support trade shows is required.

Key attributes: Knowledge of spectroscopy and analytical instruments  
Exceptional communication skills  
Motivated, competitive self-starter

### **Business Environment**

Headwall Photonics, located in Fitchburg, Massachusetts is a leader in the sale of integrated spectral imaging solutions and single/multi-point spectrometers utilizing original holographic diffraction gratings. Headwall offers its worldwide base of customers a range of integrated spectroscopy solutions that are designed and manufactured for application-specific performance in the Analytical, Life Sciences, Government, and Telecommunications industries.

Headwall's optical capabilities, design services and operational excellence enable us to be utilized as a strategic extension of our OEM customer's engineering organization. Our strength is in providing customers with engineering expertise and capabilities throughout the product life cycle - from product concepts to optical design through high volume manufacturing.

We are currently seeking highly motivated Sales Executives to enhance our team and contribute to advancing the company's leadership position in key technology areas. This position will report to the Vice President of Sales & Marketing.

Qualified candidates: Please contact us at [Jobs@headwallphotonics.com](mailto:Jobs@headwallphotonics.com)