



PD-LD, Inc., a leader customized in fiber optic components and specialty glass is seeking new business development professional. PD-LD is the worldwide leader in Volume Bragg Grating glass and related products. PD-LD is currently seeking one or two sales professionals with proven and verifiable track records in new business (hunting) sales. This is an excellent opportunity for an aggressive, ambitious and motivated individual to help shape and grow a critical function, with strong career advancement potential. **Interested candidates should submit a resume and cover letter to jobs@pd-ld.com.**

Required Skills and Attributes. The SUCCESSFUL Candidate will:

- Have a scientific or technical background is required, and candidates should have a minimum of year each in college-level chemistry and physics; mechanical engineering knowledge would also be helpful.
- Have an understanding of technical and market factors affecting customer decision-making are essential.
- This is a NEW BUSINESS Role; build and grow the business opportunity for PD-LD, Inc. within your assigned territory and achieve or exceed sales goals on a quarterly basis.
- Manage their sales pipeline through the sales cycle and deliver weekly updates in sales meetings and to the PD-LD, Inc. management team.
- Track key leads, opportunities and accounts in Think (our in-house fulfillment system) and keep their records up-to-date.
- Assist potential customers during their evaluation process, address issues and objections, provide solutions and create price quotes and proposals to ultimately close sales.
- Respond efficiently and effectively to customer inquiries and perform outbound campaigns, emails and phone calls in coordination with marketing director.
- Assume other responsibilities as assigned.

Desired Skills and Experience

- Passion for selling and closing business are a MUST!
- Demonstrable year over year record of sales success against quota.
- Experience working effectively in a small company and with all employees to get the job done! (wear many hats, etc.)
- Ability to communicate effectively (oral and written).
- Enthusiastic and self-starting approach.
- Strong interpersonal skills.
- Ability to use Microsoft Office/Exchange and in-house fulfillment system.

- Ability to thrive in a challenging, demanding and rapidly changing environment.
- Potential to scale up fast as the business grows.
- Bachelor's Degree and/or 5+ years selling experience.