



Exciting Career in Opto-Electronics

COTSWORKS is looking for Business Development help to support the exciting and growing Mil/Aero market for our in-house designed and manufactured opto-electrical products and solutions.

Are you a sales professional with problem-solving and networking skills? Then combine your technical skills with your selling and marketing abilities to help us design and integrate opto-electrical networking into harsh environment applications for the Aerospace, Industrial, Space, and Defense markets for our world-leading customers!

Seeking Electrical, Mechanical, or Optical Engineering, IT, or comparable field of study and work experience.

Your tasks:

- Convey knowledge of COTSWORKS' products and solutions to customers and potential customers
- Support customers in their design of electro-optical networking before, during, and after the sale of COTSWORKS products and solutions
- Identify strategies and approaches to expand COTSWORKS' offerings and increase COTSWORKS' supplier position within key accounts.
- Actively communicate – both externally with clients and internally with COTSWORKS colleagues and team – via phone, email, videoconferencing, etc.
- Travel to various customer facilities and tradeshows, both domestic and international

Your qualifications:

- Completed course of study in electrical, mechanical, or optical engineering; IT or similar field preferred
- Five years of technical sales experience in the MIL/AERO markets preferred; optical networking experience a plus!
- Demonstrated ability to develop, manage and maintain key customer relationships
- Ability to work independently as well as part of a team
- Willingness to travel, both domestically and internationally
- Good knowledge of MS-Office Suite
- Ability to learn COTSWORKS products and how they are integrated into our customer's applications

COTSWORKS designs and manufactures rugged optical components and subsystems to operate in harsh environments. Products are utilized worldwide in commercial and military aerospace, military tactical, oil and gas, and other industrial markets. Over 100,000 mission-critical rugged opto-electronic and interconnect products are produced each year in our state-of-the-art manufacturing facility.

Have we stoked your interest or raised your curiosity? Then visit www.cotsworks.com for more information or contact us to see if a career in this cutting-edge field with exciting and important applications and customers could be for you!

Send your resume and letter of interest to HR@cotsworks.com and reference *Business Development Opportunity*. COTSWORKS provide equal employment opportunity to all employees and applicants.

