

CDA is a technology leader in polymer based micro-optics. We provide optical solutions to the Consumer Electronics, Automotive, and Automation sectors. CDA covers the whole value chain from optic design, prototyping to mass production. CDA differentiates itself by being the exclusive producer of μ Functional optics manufactured from polymers, yielding high precision lenses that are cost effective and lightweight, critical in the wearable, head-up-displays, and robotic applications.

To support our growth, we are looking to expand our team in the US:

Sales Manager - μ Functional Solutions

Location: USA

Key responsibilities:

- Responsible for all sales and marketing activities of CDA in the US including identification of key target players in each market sector.
- Proactive marketing of CDA products and services to all potential companies in the target segments – Automotive, Consumer Electronics, Industrial and Others specified by CDA.
- Provide technical consulting services to clients in new and existing micro-optic projects;
- Provide on-site support and technical assistance in managing customer driven development projects;
- Perform product feasibility evaluations in conjunction with CDA Germany;
- Work closely with the technical team in Germany on customers' prototyping requests;
- Work closely with the project team in Germany on production planning, product specifications and technical issues;
- Follow up and report regularly on the progress of all potential client opportunities;
- Participate in relevant trade fairs and conferences to build the company's image and market awareness in both the US and Asia;
- Provide market intelligence

Skills and Expertise:

- Bachelor's Degree or higher in Photonics, Optics, Physics, Electrical Engineering or related university degree
- Developed knowledge of Photonics, diffractive and refractive optics, 3D sensing, AR, VR, LiDAR, ADAS, Robotics systems
- Five plus years of technical sales experience for customized, opto-electronic or semi-conductor applications
- Possesses technical knowledge, ability to guide and advise customers on product application
- Experienced in managing projects with varied development/life cycle times in consumer electronics
- Business minded and sales oriented with good interpersonal, communication and negotiation skills
- Highly self-motivated and able to work independently
- Process oriented individual with good project management skills
- Experience in technical consulting for key optical components
- Established network of contacts within the target markets desired
- Familiarity with the German culture and language is a plus
- Ability to travel within the US, Asia and Europe required

Reporting directly to: Director of Business Development

Contact:

Personal@cda.de

CDA GmbH
Am Mittelrain 11
98559 Suhl
Germany
www.cda.de
+49 3681 387-123