

Application & Support Engineer M/F

THE MISSION PROPOSED

After an initial training on our products and markets at the head office in Orsay (Paris area), you will participate in the implementation of our business development strategy in Germany, Austria and Switzerland, in order to help us establish permanently in this area. A true extension of our sales team in the field, you will therefore be the privileged contact for our customers and will represent Imagine Optic on site.

To this end, your missions will be the following:

- Understand our technology and our products to be able to present them, sell them, install them and support our customers in their handling;
- Approach and follow prospects identified by our sales team: appointments, presentation of our solutions, participation in the entire pre-sales phase;
- Identify new prospects (particularly non-English speakers) and approach them with the support of our sales team;
- Prepare and lead product demonstrations, remotely and at the customer;
- Create technical content as sales support tools;
- Carry out tests and take measurements in real conditions on behalf of our prospects in the pre-sales phase;
- Participate in the installation of systems at our customers and provide online help for installation (hardware and software);
- Provide our customers with first-level support on our products and interface with our support department;

In a second step, once you are comfortable with our products, you will also be able to:

- Provide market analysis and competitive intelligence;
- Define with our prospects their needs and offer them appropriate solutions;
- Establish quotes.

YOUR PROFILE

With a Master Degree or PhD in optics/photonics, you speak German fluently and know how to hold a technical discussion in English. With a real scientific curiosity, you like to learn, discover and evolve in a highly innovative sector. You have great interpersonal skills and are independent. You demonstrate rigor and dynamism, and like to evolve in a challenging environment.

Travel is to be expected between the German office and the Orsay headquarters, as well as within the territory covered.

WHO ARE WE ?

Imagine Optic is a fast-growing **high-tech company** in the photonics sector. Driven by its creativity and innovations, our company has developed its know-how in **optical metrology** instrumentation with prestigious customers in academic and industrial markets (Harvard, Apple, Google, NASA, etc.), in fields of application as varied as space, power lasers, microscopy or fundamental physics. Our know-how and our organization have enabled us to obtain the "**Excellence**" label, and thus to integrate a network of companies recognized as strategic and dynamic, and supported by French public investment bank BPI France.

Located in the heart of Orsay (near public transport), Imagine Optic offers a dynamic, motivating and respectful work environment in which employees thrive by developing their skills and sense of responsibility. **Growing Together** is our fundamental value, and we place social responsibility and sustainable development at the heart of our approach.

USEFUL INFORMATION

- Contract type: V.I.E.
[Discover the VIE experience here](#)
- Workplace : training in Orsay (Paris area, France), then Munich (Germany)
- Remuneration: 2780€ net

OUR ENGAGEMENTS

- We have been ISO 9001 certified since 2010
- We have had the "Excellence" label from the BPI (Public Investment bank) since 2017
- We are implementing a CSR policy since 2019



CONTACT & CANDIDATURE

Send your application (resume + cover letter or email) in English or in French to jobs@imagine-optic.com with reference OFE 23 005.

Discover us at www.imagine-optic.com !