



Territory Sales Representative

[Quantum Devices](#) [Madison, WI 53715 USA](#)

Employment Type: Full-Time

Benefits Offered: Vision, Dental, Medical, 401K, Life

Responsibilities:

- Present and sell Quantum Devices product to new and existing customers
- Prospect and contact potential customers
- Reach agreed upon sales targets by the deadline
- Resolve customer inquiries and complaints
- Set follow-up appointments to keep customers aware of latest developments
- Create sales material to present to customers
- Travel required

Qualifications:

- Minimum of 3 years of experience in outside sales or application engineering
- A background in the Motion Control industry is highly preferred
- Familiarity with CRM platforms
- Ability to build rapport with clients
- Strong negotiation skills
- Deadline and detail-oriented
- Strong communication skills (verbal and written)

Salary to be determined by experience. Competitive salaries plus bonus.

About Quantum Devices:

Quantum Devices is dedicated to manufacturing high quality, high performance encoders and photodiodes for a multitude of industries with an emphasis on the Motion Control Industry.

Quantum Devices product lines include Optical Encoders, application specific Silicon Photodiodes and Light Emitting Diodes (LED) systems. Our optical encoders offer numerous configurations to meet the wide demands of the motion control industry. Utilizing our silicon foundry we partner with our customers to manufacture small to medium batch custom photodiodes for numerous industries and applications.

Company website: <http://www.quantumdev.com>

Company address: 112 Orbison St. Barneveld, WI 53507

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