

## Key Account Manager / Senior Sales Engineer HUBNER Photonics Inc., San Jose, CA

We are expanding our US based sales team with a Key Account Manager / Senior Sales Engineer. HUBNER Photonics, with manufacturing sites in Stockholm, Sweden (Cobolt AB) and Kassel, Germany, develops, manufactures and markets high performance lasers used in biotechnology, analytical chemistry, particle analysis, semiconductor metrology and gas sensing. HUBNER Photonics is part of the HUBNER Group, a global business with >2400 employees world-wide and with headquarters in Kassel, Germany. HUBNER Photonics's US sales channel HUBNER Photonics Inc. was established in 2013 to support an increasing level of OEM business and customized solutions to North American markets.

Our corporate culture values personal initiatives from all employees and we empower our team members to actively take charge of their roles and help shape their workday. We also strive towards providing a good balance between work and free time.

The successful candidate will join a sales team dedicated to building long term personal customer relationships, providing knowledgeable technical support and providing exceptional customer service. As Key Account Manager you will be responsible for supporting and developing selected business relations throughout North America. You will have daily interactions with many of the leading companies and research institutions in our target markets. Your technical support and knowledge will assist customers in selection of photonics tools that will be key to advancing their research and ultimately successful development of analytical instrumentation products. You will also provide technical support on highly advanced photonics equipment to customers on-site. Furthermore, you will actively promote the brand recognition of Cobolt and HÜBNER Photonics in the North American markets. Since the company is in a strong growth phase, qualified candidates will have ample opportunities for career advancement.

If you thrive in an international environment, have a strong technical background in photonics, a keen interest in delighting customers, want to be part of the rapidly developing industry of laser-based instrumentation and have an ambition to take a next step in your career development towards technically advanced key account management, contact HUBNER Photonics Inc. with your résumé today!

### Job Description and Responsibilities

- Sales of high performance lasers to new customers as well as established key accounts in North America.
- Cultivate high quality relationships with customers through value added consultative selling and after sales service.
- Provide first line technical customer support by developing detailed knowledge of HUBNER Photonics' products and how they perform in common customer applications.
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- Regular interactions with the Cobolt and HUBNER Photonics engineering team in Sweden and Kassel in order to address complex technical issues and provide complete and timely feedback to customer's request for information.
- Provide on-site technical support to customers on highly advanced photonics equipment.
- 20-50% travel within North America and occasional international travel.
- Provide mentoring and guidance to colleagues in the sales team.

#### Qualifications

- Technical education (minimum BS or BA) and work experience with lasers or other photonics products.
- Technical sales experience and sales training involving value selling, LAMP Training, Effective Listening are definite pluses
- Excellent communications and interpersonal skills, both written and in presentations
- Goal oriented, competitive and tenacious
- Ability to work independently with minimum supervision
- Ability and inclination to be empathetic, responsive and resourceful in solving customer problems
- Positive, optimistic attitude and professional appearance
- Applicants must be able to show proof of right work in the US (US work visa or US citizenship) and either already live in the San Francisco Bay Area or be willing to relocate

Sounds interesting? Don't hesitate to apply, interviews are held continuously. For more information contact Andreas Naeslund, [Andreas.Naeslund@hubner-photonics.com](mailto:Andreas.Naeslund@hubner-photonics.com).