

Vacant position in Germany:

## Product Line Sales Manager for state-of-the-art, widely tunable laser systems

HÜBNER Photonics is further expanding its team and looking for a sales oriented product manager, based in Germany and responsible for the worldwide sales of the C-WAVE tunable-laser products.

HÜBNER Photonics develops, manufactures and supplies innovative high-performance lasers and photonics systems for use in a broad range of applications, e.g. in life sciences, quantum optics, and metrology. With a recognition for exceptional quality and reliability, we supply lasers to leading manufacturers of analytical instrumentation equipment, to ground-breaking innovative start-ups, as well as to some of the most renowned universities and research labs in the world.

The successful candidate will join a growing team of dedicated professionals, building customer relationships by providing knowledgeable technical support and exceptional customer service. As product line sales manager you will play an important role in maintaining and further developing the world leading position of the unique C-WAVE products, developed and manufactured in Kassel, Germany.

### Job description and primary responsibilities

As the product line sales manager for our C-WAVE tunable laser series, your primary responsibilities are:

- Responsible for the product line C-WAVE regarding worldwide sales, including forecasting, reporting, and product marketing.
- Working closely together with R&D, providing inputs from the market and customers, to continuously improve and expand our offerings.
- Interacting with Marketing to plan and perform marketing activities, update product literature and more.
- Support our worldwide sales channels e.g. with product trainings and first-line technical support, also in direct interaction with customers.
- You will travel to selected tradeshows, conferences, and distributors to interact with colleagues and customers and give presentations. Most of the daily interactions are held through web meetings, as well as phone and email conversations.
- Regular contacts with the R&D team in Kassel are required, but you can also be located in our sales office in Bensheim or in a home office.

### Qualifications

We are looking for a team player with a true interest in advanced photonics products and their applications, who genuinely cares about our customers' success:

- Technical education on MSc level or higher, with hands-on experience with lasers or other photonics products.
- Experience with product management, project or key account management of advantage.

- Goal oriented, tenacious, and with competitive spirit
- Excellent communications and interpersonal skills, both written and in presentations
- Fluent in German and English. Additional languages are pluses
- Ability to work independently with minimum supervision
- Experience from any of our target application areas is a strong advantage.

## What we offer

At HÜBNER Photonics you will participate in the development and sales of highly advanced laser products that are essential to customers' research work and instrument designs. You will join a diverse, skilled, and dedicated team that is proud of our products and work together in a friendly atmosphere. We believe in open and respectful communication. We celebrate our successes, have fun together, and put a lot of trust into our co-workers' capability to take own responsibility.

## Interested?

Please contact [info.de@hubner-photonics.com](mailto:info.de@hubner-photonics.com)



## About us

HÜBNER Photonics is an international organization with facilities in Germany, Sweden, and the USA. HÜBNER Photonics is a corporate division of the HÜBNER Group, which is a privately held company with headquarters in Kassel and more than 3500 employees worldwide. In addition to the C-WAVE widely tunable laser series produced in Kassel, we develop and manufacture the highly compact Cobolt lasers and C-FLEX laser combiners in Stockholm as well as ultrafast fiber lasers by VALO Innovation in Hannover.