

Vacant position in Germany:

## Regional Sales / Key Account Manager for Photonics in DACH

HÜBNER Photonics is further expanding its sales team and looking for an additional regional sales and key account manager in the DACH region (Germany, Austria and Switzerland), based in one of our German sales offices (Kassel or Bensheim), alternatively in home-office.

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. You will be supporting and developing business relations with many of the leading companies and research institutes in our target markets. You will assist customers in selecting photonics tools that are designed for progressing the development of advanced analytical instruments as well as top-level research.

Actively promoting the brand recognition of HÜBNER Photonics, we are looking for a person who is motivated to continuously find new ways to create long-lasting and cooperative customer relations.

### Job description and responsibilities

As regional sales and key account manager in our Germany based team, your primary responsibilities are:

- Sales of high-performance lasers to industrial and scientific customers.
- Cultivate high quality relationships through value-added consultative sales and support.
- Provide first line technical guidance for HÜBNER Photonics' products and their use in common customer applications.
- Regular interactions with the product managers and R&D teams in Stockholm, Kassel, and Hannover, to address complex technical issues and develop custom-solutions
- You will travel to customers and selected tradeshow/conferences, although most of the daily interactions are held through web meetings, as well as phone and email conversations.

### 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 or science education on BSc level or higher
- Sales experience with advanced photonics products
- Excellent communications and interpersonal skills, both written and in presentations
- Goal oriented, tenacious, and with competitive spirit
- Ability to work independently with minimum supervision
- Fluent in German and English. Additional languages of advantage.
- Experience from industrial R&D or scientific research is an advantage

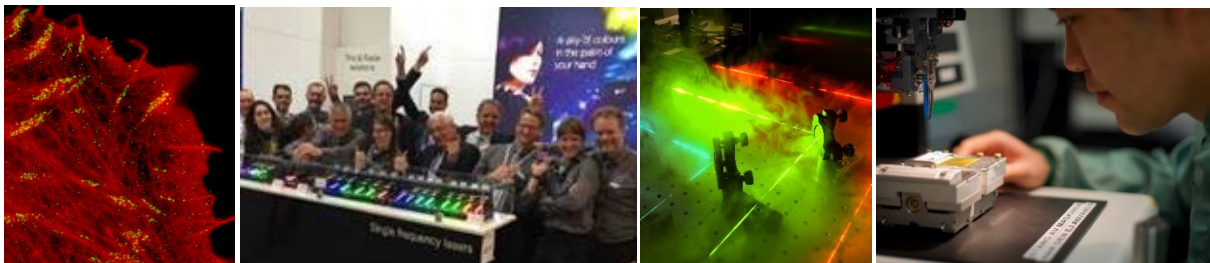
- Hands-on experience with lasers or other photonics products, or any of our target application areas, is a strong advantage.

## 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.