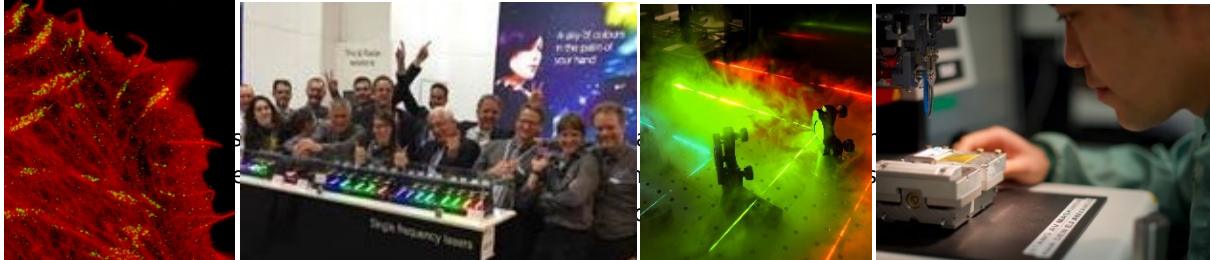


Vacant position San Jose, CA, USA:

Key Account Manager / Senior Sales Engineer for Laser Sales in North America



HÜBNER Photonics Inc. is expanding its sales team and looking for a talent to fill the position as Key Account Manager/Senior Sales Engineer, with placement either at Cobolt Inc's office in San Jose or working from a home office in eastern continental USA with close access to an airport hub.

HÜBNER Photonics develop, manufacture, and supply innovative high-performance lasers and laser systems for use in a broad range of life science, quality control and metrology applications. With a recognition on the market for exceptional quality and reliability, we supply lasers internationally to leading manufacturers of analytical instrumentation equipment 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 Sales- and Product Management professionals, building customer relationships by providing knowledgeable technical support and exceptional customer service. As Key Account Manager / Senior Sales Engineer you will be supporting and developing business relations throughout The United States and Canada. Through daily interactions with many of the leading companies and research institutions in our target markets, you will assist customers in selecting photonics tools that are optimized for advancing their research and successful development of sophisticated analytical instrumentation products.

Actively promoting the brand recognition of HÜBNER Photonics in the North America region, we are looking for a person who is motivated to continuously find new ways to create long-lasting good relations.

Job Description and Responsibilities

As a Key Account Manager / Senior Sales Engineer you will be responsible for all Sales and Customer Service activities in your regions. Your primary responsibility would be:

- Sales of high-performance lasers and laser systems to new customers as well as to 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 support by developing detailed knowledge of HÜBNER Photonics' products and how they perform in common customer applications.
- Regular interactions with the Cobolt and HÜBNER Photonics Product Managers and R&D teams in Sweden, Kassel to address complex technical issues and provide complete and timely feedback to customer's request for information.

- Provide technical support to customers on highly advanced photonics equipment.
- You will from time to time be expected to travel to meet customers as well as participate in selected tradeshows and conferences, although most of the daily customer interactions are expected to be through video meetings and mail conversations.
- Furthermore, you will actively promote the brand recognition of HÜBNER Photonics in North America.

Qualifications

We are looking for a motivated, creative, and ambitious person with a strong interest in B2B Sales:

- Technical education and work-experience with advanced technical products in B2B sales
- 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
- Fluent in English
- Driver's License
- A true interest in and capability to learn complex products and achieve a good understanding for their applications is a must
- Experience from R&D and/or Research is an advantage
- Experience from lasers or other photonics products, or any of our target application areas is a strong advantage.
- Applicants must have a valid working permit as well as permit to travel internationally

What we offer

At HUBNER Photonics Inc. you will participate in the development, manufacturing 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 and we put a lot of trust into our co-worker's capability to take responsibility of their own work.

Interested?

Please contact Andreas Naeslund at Andreas.Naeslund@HUBNER-Photonics.com

About us

HÜBNER Photonics is an international organization with offices in Stockholm (Sweden), Kassel (Germany) and San Jose (CA, USA). HÜBNER Photonics is a corporate division of the HÜBNER Group, which is a privately held company with headquarters in Kassel. The Stockholm office of HÜBNER Photonics is Cobolt AB, which since 2015 is a subsidiary of HÜBNER Group. Cobolt AB is responsible for the development, product management and manufacturing of the COBOLT and C-FLEX product lines but is also hosting Hübner Photonics' sales office for the Nordics and UK. Both HÜBNER Photonics and Cobolt AB are currently in a strong growth phase and are financially very stable. Cobolt AB is ISO 9001 certified for quality management and has AAA credit ranking.