

Vacant position Stockholm, Sweden:

Sales Engineer – HÜBNER Photonics



HÜBNER Photonics is expanding and looking for talent to fill the position as Sales Engineer with placement within the Sales Team at Cobolt AB's office in Stockholm, Sweden.

At HÜBNER Photonics we 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 a Sales Engineer you will be responsible for developing new business, supporting existing customers, and growing our brand recognition primarily within the Nordic region.

Through daily interactions with leading companies and research institutions, you will have the pleasure of assisting our customers in selecting photonics tools that are optimized for advancing their research and developing sophisticated analytical instrumentation – and being inspired along the way!

We are looking for a Sales Engineer who is motivated to help our customers, to engage actively on a fast-paced team, and to continuously find new ways to create long-lasting positive relationships within our industry.

Job Description and Responsibilities

As Sales Engineer you will be primarily responsible for Sales and Technical Support. Your typical activities would include:

- Sales of high-performance lasers and laser systems to new customers as well as to established key accounts.
- Cultivating quality relationships with customers through value-added consultative selling and after-sales service.
- Providing technical support and service by developing detailed knowledge of HÜBNER Photonics' products and how they perform in common customer applications.

- Regular interactions with HÜBNER Photonics Product Managers and R&D teams in Sweden and Germany to address complex challenges and provide complete and timely feedback to customer requests for information.
- Daily utilization of software systems such as CRM and ERP to manage leads, opportunities, quotations, and sales independently.
- Travel when necessary to meet customers and participate in selected tradeshows and conferences, though most of the daily customer interactions are through video meetings and e-mail conversations.
- Actively promote the brand recognition of HÜBNER Photonics and engage regularly with HÜBNER Photonics Marketing team to share insights and feedback, and to develop new leads.
- Contribute as a team player in the Sales Team at Cobolt AB with eagerness, honesty, and curiosity.

Qualifications and Skills

- Technical education or previous work experience.
- Sales or customer service experience, preferably of technical products, is an advantage. Education or work experience in any of our target applications is also an advantage.
- A true interest in, and capability to learn, complex products and their applications.
- Excellent communication and interpersonal skills, both written and in presentations.
- Ability to communicate technical information efficiently and effectively within all levels of an organization, both internally and externally.
- Ability to work independently with minimum supervision.
- Ability and inclination to be empathetic, responsive, and resourceful in solving customer problems.
- Ability to adapt and prioritize in a dynamic, fast-paced environment.
- Excellent attention to detail and quick to learn new things.
- Goal oriented, team player.
- Positive, optimistic attitude and professional appearance. Represent our values of delivering on quality, reliability, customer care, and dependable excellence.
- Experience from lasers or other photonics products is an advantage.
- Applicants must have a valid working permit in Sweden as well as permit to travel internationally.
- Fluent in English. Our daily work is regularly conducted in English.

What we offer

At HÜBNER Photonics you will be a part in the development, manufacturing and sales of highly advanced laser products that are crucial for our customers' work and businesses. You will join a diverse, skilled, and dedicated team that is proud of our products and work together in a friendly atmosphere, where sharing ideas over a cup of coffee can be as important as the standard meeting.

We love to celebrate team success and we understand that every part of our organization is as important as another in contributing to that success. We trust in our co-worker's capability to take their own responsibility and keep the goal of delivering the perfect product for our customers' needs at the heart of everything we do.

We offer a dynamic and buzzing workplace in Stockholm including Manufacturing, R&D, Marketing and Sales, and Administration. Together we create a diverse and fun-loving team of passionate, hardworking people, who value the unique contributions that everyone brings to the organization. We are an organization that cares about the success and well-being of our colleagues and our customers, and we strive to create a culture that embraces equality, health, respect, and passion which radiates from the inside out.

Interested?

Please contact Melissa at melissa.haahr@coboltlasers.com.

About us

HÜBNER Photonics is an international organization with offices in Stockholm (Sweden), Kassel (Germany), Hannover (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 in credit ranking.