

Vacant position San Jose, CA, USA:

## Technical Sales Engineer for Laser Sales in North America



HÜBNER Photonics is expanding its US-based technical sales team and looking for a talent to fill the position of Technical Sales Engineer, with placement out of the HUBNER Photonics, Inc. office in San Jose, California. The position is open to a remote role for US residing candidates.

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 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 Technical Sales Engineer in North America you will be supporting and developing business relations throughout North America. 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 the successful development of sophisticated analytical instrumentation products.

Actively promoting the brand of HÜBNER Photonics in the North America region, we are looking for a Technical Sales Engineer who is motivated to continuously find new ways to create fruitful long-lasting relationships.

### Job Description and Responsibilities

As a Technical 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 customers.
- 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 and Germany 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 be expected to travel to meet customers and participate in selected trade shows and conferences. However, most daily customer interactions are expected to be through video meetings and mail conversations.

## Qualifications

We are looking for a motivated, creative, and ambitious person with a strong photonics technical knowledge and interest in sales:

- Technical education and work-experience with highly qualified laser products
- Experience in lasers, other photonics products, or within any of our target application areas
- Excellent communication and interpersonal skills, both written and verbal
- Goal-oriented, competitive, and tenacious
- Ability to work independently with minimal supervision
- Ability and inclination to be empathetic, responsive, and resourceful in solving customer problems
- A genuine interest in and capability to learn complex products and achieve a good understanding of their applications is a must
- Experience from R&D and/or Research is an advantage
- Positive, optimistic attitude and professional appearance
- Fluent in English
- Driver's License
- Applicants must have a valid work permit and a permit to travel internationally

## What we offer

At HÜBNER Photonics 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 own responsibility.

## Interested?

Please contact us at: [info.usa@hubner-photonics.com](mailto:info.usa@hubner-photonics.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 and also hosts HÜBNER Photonics' sales office for the Nordics and UK. The German offices of HÜBNER Photonics include VALO Innovations where our femtosecond lasers are manufactured along with HÜBNER Photonics GmbH in Kassel where the C-WAVE tunable lasers are manufactured and together with our sales office for the DACH region. HÜBNER Photonics is 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.