

Open position San Jose, CA, USA:

## Account Manager for Laser Sales in North America

HÜBNER Photonics is expanding its US-based sales team and is looking for a talented individual to fill the position of Account Manager, with placement out of the HUBNER Photonics, Inc. office in San Jose, California. This position is also open as a remote role for US residing candidates.

HÜBNER Photonics develops, manufactures, and supplies innovative high-performance lasers and laser systems for use in a broad range of life science, quality control, and quantum technology research applications. With recognition on the market for exceptional quality and reliability, HÜBNER Photonics supplies 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 Account Manager at HUBNER Photonics, Inc., 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 advancement of 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 an Account Manager who is motivated to continuously find new ways to create long-lasting relationships.

### Job Description and Responsibilities

As an Account Manager, you will be responsible for all Sales activities in your region. Your primary responsibilities would be:

- Sale 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 Product Managers and R&D teams in Sweden and Germany to address complex technical issues and provide complete and timely feedback to customers' requests for information.
- Provide technical support to customers with highly advanced photonics equipment.
- You will be expected to travel to meet customers as well as participate in selected trade shows 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 highly qualified technical products in B2B sales

- Experience with lasers or other photonics products, or any of our target application areas is a strong advantage.
- Experience from R&D and/or Research is an advantage.
- 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.
- Applicants must have a valid work permit as well as a permit to travel internationally.
- Applicants must be authorized to work for any employers in the US. This position is not able to sponsor or take over sponsorship of an employment visa.

## 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-workers' capabilities. Benefits include:

- Competitive salary
- Immediate PTO accrual
- Health, Vision, and Dental insurance
- 401k with fully vested match
- Work from home options
- Growth and training opportunities

## Interested?

Please contact: [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. The Hannover office of HÜBNER Photonics is VALO Innovations GmbH, which since 2022 is also a subsidiary of HÜBNER Group. The HÜBNER Group location in Kassel, is responsible for the development, product management, and manufacturing our C-WAVE Tunable Laser product line and also hosts HÜBNER Photonics' sales office for the German speaking countries. Cobolt AB is responsible for the development, product management, and manufacturing of the Cobolt, Ampheia and C-FLEX product lines and also hosts HÜBNER Photonics' sales office for the Nordics. VALO Innovations GmbH is responsible for the development, product management, and manufacturing of the VALO Femtosecond Series product line. HÜBNER Photonics is currently in a strong growth phase and is financially very stable. Cobolt AB is ISO 9001 certified for quality management and has AAA in credit ranking.