

Open position San Jose, CA, USA:

Technical Sales Engineer 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 Technical Sales Engineer, with placement out of the HUBNER Photonics, Inc. office in San Jose, California. This position is also open as a remote role for western-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 applications. With recognition on the market for exceptional quality and reliability, HÜBNER Photonics supplies lasers internationally to not only leading manufacturers of analytical instrumentation but also to renowned universities and research labs.

As Technical Sales Engineer at HUBNER Photonics, Inc., you will be supporting and developing business relations and strengthening brand recognition throughout North America by providing knowledgeable technical support and exceptional service to our customers. Through daily interactions with leading academic and government institutions in our target markets, you will create long-lasting relationships with customers by guiding them through selecting photonics tools that are optimized for their sophisticated and cutting-edge research.

What we offer

As a member of the HUBNER Photonics, Inc. team, you will enjoy:

- Base salary of \$80-110k*
- Performance-based bonus
- Immediate PTO accrual
- Health, Vision, and Dental insurance
- 401k with fully vested match
- Work from home options
- Professional development and training opportunities

Job Duties and Responsibilities

As a Technical Sales Engineer at HUBNER Photonics, Inc., your primary responsibilities will be:

- Selling high-performance lasers and laser systems to both established and new customers at academic and government institutions in North America by cultivating and creating relationships and promoting our brand.
- Providing first line technical support by developing detailed knowledge of HÜBNER Photonics' products and how they perform in common customer applications.
- Interacting regularly with Product Managers and R&D teams in Sweden and Germany to address complex technical topics to provide complete and timely feedback to customers' requests.
- Traveling to meet customers on site and participating in selected trade shows and conferences.

Requirements and Qualifications

The successful Technical Sales Engineer candidate would have the following qualifications:

- A degree in a technical field (Master's degree or PhD preferred). Sales experience preferred but not required.
- The desire and ability to learn complex products and understand their applications.
- Experience with lasers or other photonics products, or any of our target markets, is a strong advantage.
- Excellent written and oral communication and interpersonal skills.
- Goal oriented, competitive, and tenacious while maintaining a positive and optimistic attitude.
- Ability to work independently with minimum supervision.
- Ability and inclination to be empathetic, responsive, and resourceful in solving customer problems.
- Fluent in English
- Driver's License
- 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.

Interested?

Please contact: info.usa@hubner-photonics.com



About us

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

**Base salary given for applicants in the Bay Area. Base salary for remote employees to be considered on a case-by-base basis.*