

Vacant position in Germany:

## Technical Sales Manager Quantum Technologies in DACH

HÜBNER Photonics is expanding its sales team and looking for an additional Technical Sales Manager for the DACH region (Germany, Austria and Switzerland), preferably based in our German sales office in Kassel, although hybrid solutions can also be possible.

HÜBNER Photonics develops, manufactures and supplies innovative high-performance lasers and laser systems for use in a broad range of applications, e.g. in life sciences, quantum technologies and metrology. With a recognition for exceptional quality and reliability, we supply lasers to leading manufacturers of analytical instrumentation equipment, to ground-breaking innovative start-ups, as well as to some of the most renowned research labs in the world.

The successful candidate will join a growing team of dedicated professionals, building customer relationships by providing knowledgeable technical support and exceptional customer service. Specifically, you will be responsible for business development and building new customer relations within the quantum photonics community in DACH including many of the leading research institutes, start-ups, and companies. You will assist our customers in selecting photonics tools that are designed for progressing the development of advanced instruments as well as top-level research.

Actively promoting the brand recognition of HÜBNER Photonics, we are looking for a person who is motivated to continuously find new ways to create long-lasting and cooperative customer relations.

### Job Description and Responsibilities

As Technical Sales Manager Quantum Technologies in our Germany-based team, your primary responsibilities are:

- Sales of high-performance lasers to new as well as established research and OEM customers in the DACH region.
- Introduce and promote HÜBNER Photonics laser products specifically dedicated to advanced quantum technologies, such as atom/ion cooling and trapping, quantum sensing and computing, color centers in diamond, among other applications.
- Cultivate high quality relationships with customers through value added consultative selling and after sales service. Building a strong network within the quantum-photonics community.
- Provide first line technical support by developing detailed knowledge of HÜBNER Photonics' products and how they perform in our customers' applications.
- Regular interactions with the Product Managers and R&D teams in Stockholm, Kassel, and Hannover, to address complex technical issues, develop custom-solutions, and provide complete and timely feedback to customers' requests
- You will be expected to travel to meet customers in the DACH area as well as participate in selected trade shows and conferences, although most of the daily customer interactions will be through web meetings, phone, and email conversations.

## Qualifications

We are looking for a motivated, creative, and ambitious team player with a strong interest in quantum technologies:

- Technical education on MSc level or higher with a solid background in quantum optics
- 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 our customer challenges.
- Positive attitude and professional appearance
- Fluent in German and English. Additional languages of advantage.
- A true interest in and capability to learn complex products and achieve a good understanding for their applications is a must
- Experience in value-added selling or key-account management is a strong advantage
- Experience from R&D or quantum research is an advantage

## What we offer

At HÜBNER Photonics you will participate in the development, manufacturing and sales of highly advanced laser products that are essential to our customers' research work and instrument designs. You will join a diverse, skilled and dedicated international 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 capability to take own responsibility.

## Interested?

Please contact [info.de@hubner-photonics.com](mailto:info.de@hubner-photonics.com)



## About us

HÜBNER Photonics is an international organization with facilities in Sweden, Germany, UK, and the USA. HÜBNER Photonics is a corporate division of the HÜBNER Group, which is a privately held company with headquarters in Kassel and more than 3500 employees worldwide. In addition to the C-WAVE widely tunable laser series produced in Kassel, we develop and manufacture the highly compact Cobolt lasers and C-FLEX laser combiners in Stockholm as well as ultrafast fiber lasers by VALO Innovation in Hannover.