

Vacant position in Stockholm, Sweden:

Sales Manager at Cobolt AB



At Cobolt AB, we specialize in developing, manufacturing, and delivering innovative high-performance lasers for integration into a wide range of applications in the areas of imaging, detection and analysis. With a market recognition of exceptional quality and reliability, we supply lasers to market leading manufacturers of advanced analytical and imaging instrumentation in the world and some of the most renowned universities and research labs. Our lasers are used in equipment for biomedical research, pharma production, clinical diagnosis, development of equipment for augmented reality and quantum technology research. To name a few of our end user applications.

Cobolt AB, with approximately 70 employees, is the largest entity of HÜBNER Photonics; an international organization with offices in Stockholm, Kassel, Hannover, and San Jose. HÜBNER Photonics is a corporate division of the HÜBNER Group, a privately held company headquartered in Kassel.

Role description

We're now looking for a Sales Manager to join our Stockholm office. In this role, you will report to the CEO and be responsible for;

- Supervising a small team of key account and technical sales managers
- Managing and developing new business with key accounts
- Setting sales goals, forecasting sales and reporting sales development
- Interacting with other sales teams in the group and distributors to share experiences and develop best practices.
- Representing Hübner Photonics at trade-shows and conferences

The two main customer categories of Hübner Photonics are academic research institutions as well as manufacturers of advanced analytical and imaging instrumentation integrating Hübner Photonics laser sources as OEM components. Building relationships with our customers and developing sales of our products require very specialized competences within the fields of lasers, photonics and laser-based instrumentation for microscopy, spectroscopy, interferometry and quantum technologies. Other requirements for the role are good communication skills, experience of technical sales as well as organisation and supervising of a sales team.

The role is placed at the Cobolt AB offices and factory in Solna but will require frequent international travelling to meet with customers and participate at conferences and trade-shows. The role is suitable for someone who is efficient and driven, well-organized and customer-oriented and willing to take responsibility

and develop as a professional in the stimulating environment of an international manufacturing company in the photonics industry.

Competence requirements:

- PhD in the field of Photonics
- At least 5 years of experience from business-to-business sales of technical products
- Experience of supervising a technical sales team
- Experience of working with CRM tools
- English (professional level)

What can we offer you?

We are a motivated, easy-going and mixed group of individuals that work together with a shared vision for the business and of the work-place to be fun, friendly and healthy. We can offer you an intellectually stimulating work environment where you feel strongly part of the business development of the whole company, as all functions, from R&D to production and sales are all under the same roof. We put a lot of responsibility and trust into our co-workers and strive to make everyone feel included in our efforts to continuously improve and further develop our company. You will work in an international environment; with international subsidiaries, an almost exclusively international customer base and a team of co-workers with largely mixed cultural backgrounds being located at multiple sites around the world.

Does this sound like something for you? If so, you are welcome to submit your candidature to hakan.karlsson@cobolt.se