

Vacant position Stockholm, Sweden:

Product Manager & Regional Sales Manager – Cobolt AB



HÜBNER Photonics is expanding and looking for talents to fill an open position as Product & Regional Sales Manager within the Sales Team at Cobolt AB's office in Stockholm, Sweden.

In this role, you will be part of shaping the next generation of high-performance lasers used in applications such as biomedical research, pharma manufacturing, cancer diagnostics, quantum research, semiconductor manufacturing, and development of AR/VR devices. Our products are well known for their high quality and exceptional reliability and are supplied to leading manufacturers of analytical instrumentation and prestigious research institutes world-wide.

The successful candidate will join a growing team of dedicated Sales- and Product Management professionals. You will be responsible for bringing new products to the market, support our international sales teams and distributors with technical support, service, training and product customizations, as well as supporting our marketing team in building our brand recognition, especially around your own product lines. If you enjoy combining technical depth with customer interactions, and want to manage products used by world-leading researchers and technology companies, this could be the perfect next step in your career.

Job Description and Responsibilities

The open position will be primarily responsible for Product Management and Technical Support. Your daily activities would include:

- Provide technical support and service on high-performance lasers and laser systems to new customers as well as to established key accounts, in collaboration with our international sales teams and distributors.
- Develop detailed knowledge of HÜBNER Photonics' products and how they perform in common customer applications.
- Driving improvements and further development of selected product lines, through interactions with the R&D teams in Sweden and Germany.
- Daily utilization of software systems such as CRM and ERP to manage leads, opportunities, quotations, and sales independently.
- Travel to meet customers and distributors, and participate in selected tradeshows and conferences (typically 6-8 times per year) though most of the daily customer interactions are through video meetings and e-mail conversations.
- Actively promote the brand recognition of HÜBNER Photonics and engage regularly with HÜBNER Photonics Marketing team to share insights and feedback, and to develop new leads.
- Contribute as a team player in the Sales Team at Cobolt AB with eagerness, honesty, and curiosity.

Qualifications and Skills

Must have

- Solid technical education in physics, optics or biochemistry, preferably with adequate previous work experience from the Photonics Industry.
- A true interest in, and capability to learn, complex photonics products and their applications.
- Excellent communication and interpersonal skills, both written and in presentations.
- Ability to communicate technical information efficiently and effectively within all levels of an organization, both internally and externally.
- Fluent in English
- Ability to work independently in a dynamic and customer-driven work environment
- Valid working permit in Sweden as well as permit to travel internationally.

Nice to have

- Experience from other photonics products, lasers or applications is an advantage.
- Driver's license for private cars is an advantage
- Sales or customer service experience of technical products is an advantage. So is education or work experience in any of our target applications.

What we offer

At HÜBNER Photonics you will be a part in the development, manufacturing and sales of highly advanced laser products, crucial for our customers' work and businesses. You will join a diverse, skilled, and dedicated team that is proud of our products and work together in a friendly atmosphere, where sharing ideas over a cup of coffee can be as important as the standard meeting. We offer a dynamic and buzzing workplace in Stockholm including Manufacturing, R&D, Marketing and Sales, and Administration. Together we create a diverse and fun-loving team of passionate, hardworking people, who value the unique contributions that everyone brings to the organization. We are an organization that cares about the success and well-being of our colleagues and our customers, and we strive to create a culture that embraces equality, health, respect, and passion which radiates from the inside out. Our compensation packages include generous pension contributions, healthcare insurances, wellness allowance as well as budgets for professional development training.

Interested?

Please contact Håkan Karlsson at hakan.karlsson@coboltlasers.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, since 2015 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 but is also hosting HÜBNER Photonics' sales office for the Nordics and UK. Both HÜBNER Photonics and Cobolt AB are 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.