

UK & Ireland Sales Manager, UK

NKT Photonics are looking for a new member of the sales team to drive growth of sales within the UK and Ireland in both research and industrial markets. We are looking for a high performer with a track record of technical sales success within photonics or a related industry and looking to take the next step in their career.

Job Summary

Reporting directly to the Northern Europe Sales Director, you will need to be able to work independently to generate new opportunities as well as respond to an expanding number of sales enquiries and leads. In return, we offer the opportunity to work for a fast moving company providing leading-edge technology to developing markets.

Principal Responsibilities

- Ownership of quarterly sales targets for UK and Ireland region
- Build strong relationships with clients in research, R&D and industrial markets
- Manage and grow existing OEM accounts
- Identify and develop new accounts and new applications
- Manage NKT Photonics UK distributor
- Co-operate with the technical team to develop optimized solutions for customers
- Work within the global sales team to develop best-practice sales processes
- Produce technical proposals presentations, quotations and tender responses
- Provide product demonstrations and give technical presentations/seminars
- Attend regional and international trade-shows and conferences
- Maintain an up-to-date sales pipeline (within company CRM) to provide accurate sales forecasts

Key interactions

- NKT Photonics Customers
- Worldwide Sales Team
- Product Line Managers
- Product Engineers

Qualifications - Skills – Experience

The successful candidate will have:

- BSc / Masters / PhD in engineering, physical science or related subject
- Established record of success in technical sales within the lasers and photonics field
- Minimum 3 years' experience of sales in laser, photonics or closely related industry
- Excellent communication skills and the ability to express technical information clearly and efficiently. Fluency in written and spoken English language is essential
- Self-motivation with desire to “be the best”

In addition, the ideal candidate will also have

- Experience of high value sales to UK universities including funding and tender processes
- Specific experience of ultrafast laser technology
- Knowledge of any of the following markets & applications; fluorescence microscopy, spectroscopy, optical coherence tomography, laser material processing, fiber sensors

Travel Requirements

- Expected 50% travel, mainly within UK and Ireland

Applications and requests for additional information should be made in English and directed to careers-uk@nktphotonics.com.

NKT Photonics is the leading supplier of high performance fiber lasers and photonic crystal fibers. Our main markets are within imaging, sensing and material processing. Our products include pulsed lasers, such as supercontinuum sources, low noise fiber lasers, distributed temperature sensing systems and a wide range of specialty fibers. NKT Photonics has its headquarters in Denmark with sales and service worldwide. NKT Photonics is wholly owned by NKT Holding A/S. More information on NKT Photonics can be found at www.nktphotonics.com