

# Sales Engineer for North, Central and South America, US

At NKT Photonics we aim to make a difference in the World by creating technology and products that benefit Mankind. These are lofty goals for sure but they drive us to perform above and beyond our peers and keep us all motivated.

If you are looking for a job in Photonics then we have a career boosting option for you. We employ some of the best minds in our industry and we are always on the lookout for talented individuals willing to go the extra mile and make a difference.

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.

Visit us at: [www.nktphotonics.com](http://www.nktphotonics.com)

LIOS Technology, part of the NKT Photonics Group, is a dynamic, high-tech company with an international outlook. We develop, produce and market high-quality fiber optic systems for linear temperature measurement. Typical areas of application include the monitoring of high-voltage cables and overhead lines, thermal analysis in the field of oil drilling and production, and fire detection in road tunnels and buildings and plants where there is a risk of fire. Thanks to our extensive know-how and the innovation and commitment of our employees, we are one of the world's leading suppliers in our segment of innovative, technically mature safety systems.

Visit us at: [www.lios-tech.com](http://www.lios-tech.com)

## Your Tasks

- Responsibility for maintaining and growing existing accounts
- Developing new accounts, agents/representatives and distributors
- Generating commercial/technical proposals
- You will act as project leader (depending on project size) to ensure that the solution provided to the customer meets his requirements
- You will make the liaison between all relevant decision makers in the value chain
- Participation to exhibit, conferences etc. which can include giving lectures and/or speeches
- Update of CRM for reporting purposes on a weekly basis

## Job Requirements

### Your Profile

- Technical education Master's degree in Engineering: electrical, industrial, energy etc. or equivalent Physics Degree
- Min. of 3-5 years sales and engineering experience in:
  - The electrical power transmission and distribution industry
  - The industrial sector (chemical processing plants, power plants, refineries)
- In-depth knowledge of:
  - Power cable design and operational needs at utilities (transmission & distribution engineering, operation engineering)
  - Industrial processes for chemical plants, gasifiers / reactor vessels, LNG/LPG storage tanks, furnaces, refineries
- Min. of 3-5 years experience in sales (both domestic and international with primary emphasis on North American, Central and South American markets)
- Excellent knowledge of the energy transmission & distribution markets, contacts into utilities, A&E firms, TSO's, cable manufacturers, the gasification technology market (process engineering firms, gasifier vessel manufacturers, plant owners), chemical process and refineries
- Successful handling (technically and commercially) of national/international public tenders
- Ideally, knowledge of distributed temperature sensing
- English (native) speaker. Multi-lingual skills optional: Spanish, Portuguese and/or French
- High initiatives performer generating extraordinary sales results
- Excellent communication skills, especially client orientated and professional willing to take responsibilities
- International personality
- Willingness to travel > 50 % domestic & international

### Our Offer

- An innovative and technically challenging environment in a successful, internationally active company
- An atmosphere characterized by flat hierarchies, friendly cooperation and a fair environment where people are valued
- A team that will inspire you with its enthusiasm to working together towards a single goal in the development and implementation of objectives/ideas

For more information or to send in your application please email [careers@nktphotonics.com](mailto:careers@nktphotonics.com)