

Do you have a sense of sensing sales?

Become our new sensing Sales Manager for EMEA!

Can you truly listen to your customers? Can you see the road beyond the next RFQ? Can you design a solution that brings your customer further than they expected? Can you make sure your customers always have a good experience when they interact with us? Can you play in an ambitious team? Then you can become our new EMEA Sales Manager for our market leading distributed fiber optical sensing line, LIOS (www.nktphotonics.com/lios).

At NKT Photonics we don't just sell lasers and sensing systems, we design solutions that bring our customers closer to their goal. Closer to their dream. And we deliver what we promise. Always. We call this concept "Dream Design Deliver" and it has made us one of the fastest growing companies in the laser & sensing industry. Want to be part of our sales team? Read on.

Your tasks

- You will be responsible for all pre-sales activities and take care of your clients from the commercial/technical proposals and tender preparation until the order fulfillment
- Acquisition of new customers and development of your existing clients
- Managing and expanding our existing agents/representatives as well as distribution network within your region
- Focus primarily and proactively on our fast-growing markets within Europe and Middle East
- Planning of and participation in exhibitions, conferences and seminars

The requirements

- You hold a university degree in economics, science or engineering or a comparable education in a technical field like electrical power transmission and distribution industry or other fiber optical sensing markets
- You have min. 5 years of B2B sales experience and an excellent network into utilities, TSO's, cable manufacturers, A&E firms, etc. or similar structures within other fiber optical sensing markets
- You are combining your technical knowledge with excellent sales skills and have experience in fiber optical sensing markets
- High initiatives performer generating extraordinary sales results
- You are willing to travel extensively
- Excellent communication skills, especially client orientated and professional willing to take responsibilities
- You are fluent in English, multi-lingual skills optional

The offer

- A central sales position in one of the fastest growing and most innovative photonics companies in the World
- A high level of freedom to develop your region and plan your own work
- Flat hierarchy, open communication, and a constructive team atmosphere are not just words, but daily-lived values

- We will invest heavily in you, and intense training in our products and sales processes will quickly enable you to be successful

We employ some of the best minds in our industry, and we would love to have you on the team, too. If you think you have what it takes to be in front then send your resume to careers-de@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.