

Vice President of Global Sales

Are you in love with photonics like us? Do you dream of success?

A highly dedicated international sales team stands behind you, ready to go. The target is identified, competitor analysis done, and markets lie before your feet. Through a solid strategy and direction from you, the team has not only accelerated growth and improved customer satisfaction but also achieved this year's ambitious goal – and they are ready to do it again next year.

We have a high-performance sales team who loves the photonics industry. We have unique products that separate us from the pack. And we have a very ambitious plan. What we need is a Vice President of Global Sales to join us on our path to success.

In close cooperation with the Senior Management Team, you will lead the way in achieving our ambitious plan to grow revenue and EBITDA. You will help us to achieve deeper penetration of our markets, identify trends, and drive a proactive culture of a dedicated team while ensuring our distributor network is actively engaged. The list of tasks ahead of you is long, and it goes without saying that you effortlessly report to the CEO and engage with the rest of the company to ensure budgets, costs, forecasting, and all other relevant functions are managed appropriately.

Our headquarters is in Denmark, though we operate worldwide, and our business language is English. We would prefer that your final location was either Denmark or the US, but Germany or the UK could be considered. You can expect to travel extensively to global destinations in your quest for success, not only to our sites, but also for relevant meetings across the globe.

Qualifications - Skills – Experience

- Bachelor's Degree in relevant discipline, Photonics is preferred
- Good written and verbal English language skills and experience of working with global, multi-cultural, industrial businesses
- Experience in senior management position is required
- 10+ years proven track record in the Photonics Industry
- 7+ years of senior sales leadership experience
- A leader who will attract new and retain existing high potential talent

At NKT Photonics, we aim to make a difference in the World. Commercially and by creating technology and products that benefit Mankind. We want to lead the transformation of photonics products by setting new standards for fiber lasers and systems. These are lofty goals for sure but they drive us to perform above and beyond our peers and they keep us all motivated when we push forward with the wind in our face.

If you think you have what it takes to be in front, send your application to careers@nktphotonics.com. Questions? Reach out to HR in Denmark on +45 4348 3900.