

# Senior Sales Manager

## EMEA

**Can you deliver the great customer experience, do you have a firm grip on the photonics industry, and the experience to back it up?**

After delivering a brilliant presentation to a high-level decision maker, you get the thumbs up – you got the order. Your mood is good because by utilizing your experience and know-how you have exceeded the sales target for the year, and already have a business plan and budget developed for next year. You have been able to share your knowledge with the rest of the team, but also received valuable information from them. Through your knowledge about NKT's products and technology you have grown both the industrial, governmental, and scientific segment in your region, while finding new opportunities and utilizing your network to expand the existing customer base. In close cooperation with our Sales Managers, Strategic Marketing, and Product Management you have increased sales, captured market shares, and found new application areas to position our lasers.

We have a high-performance sales team who loves the photonics industry. We have unique products that separate us from the pack. We have made a promise to each other to truly listen to our customers. And we have ambitious goals. What we need is for someone to join the team and take the North American market to the next level.

In close cooperation with Sales Managers, you will be responsible for NKT Photonics reaching our goals in your region of EMEA. You will manage overall customer relationships, generate new opportunities while identifying and developing business cases for new product development opportunities. On a regular basis, you work with Strategic Marketing and Sales Administration to provide market knowledge and accurate sales forecasts.

Our headquarters is in Denmark, though we operate globally, and our business language is English. Ideally your everyday life is based out HQs in Denmark, but other locations could be considered. You can expect to travel extensively across your region.

### Your tasks

- Ensure achieving the SOI targets (annual and quarterly) for the agreed focus area
- Grow the agreed focus area by generating new opportunities with existing as well as new customers by frequent customers visits
- Establish in-depth relationships with existing and targeted customers
- Planning of and participation in exhibitions, conferences and seminars

### Experience

- Degree in physics, optics or similar required; Master's degree or higher preferred
- Hands-on photonics experience in Materials Science, Life Sciences, Quantum Technology or Ultrafast communities
- Min. 7 years of sales experience in photonics or related company to industrial, government, and scientific customers

## **What we offer**

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. We operate with a high degree of freedom, a flat hierarchy, open communication, and a constructive team atmosphere.

If you think you have what it takes to be in front, send your application to [careers-dk@nktphotonics.com](mailto:careers-dk@nktphotonics.com). Questions? Reach out to HR at [careers-dk@nktphotonics.com](mailto:careers-dk@nktphotonics.com).

*NKT Photonics is the leading supplier of high performance fiber lasers, photonic crystal fibers and fiber optical sensing systems. 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 A/S. More information on NKT Photonics can be found at [www.nktphotonics.com](http://www.nktphotonics.com)*