

Technical Sales Opportunity in Deep Tech Scale-Up

Who we are?

At PhotonFirst, we don't just work; we transform light into valuable data, pushing the boundaries of photonics sensing systems. With our cutting-edge sensing solutions we enable customers across various industries to unlock the benefits of photonic sensing.

In our pursuit, we embrace a pioneering attitude that has been encouraged in the company since its establishment. Combined with the evolution of our cutting-edge technology, we embrace a collaborative and supportive atmosphere where each team member plays a vital role in our collective success.

We are looking for a **Technical Sales Manager to create partnerships with customers, driving the development of applications based on our state-of-the-art technology.**

What we offer

- Join a front-runner in photonics in an autonomous role, offering room for the further development of your commercial skills and competences
- Engage in an entrepreneurial adventure that will accelerate your personal and professional growth
- Benefit from the guidance of awesome technical experts who will help you familiarize yourself with our unique technology
- Seize the chance to connect with world-leading companies that integrate our technology into their applications, broadening your network and industry insights

The Role

- Generate new opportunities with an open mind toward the (global) market
- Develop and generate new business with both new and existing customers
- Bridge internal expertise with customer technical needs to drive technology and product roadmaps
- Act as the 'linking pin' between the customer and our truly awesome team of technical experts

Team and culture

PhotonFirst is a young and maturing professional organization. We have developed a strong pragmatic team mentality in which we work and experiment together to achieve common goals. We are looking for a wide diversity of people coming from different backgrounds to join our team.

If you are someone who thrives in a collaborative and innovative environment, and you meet the qualifications above, we are excited to get to know you! Please send us your CV to recruitment@photonfirst.com

You

- Hold a technical bachelor's or master's degree or possess an equivalent qualification
- Have applied your technical expertise in commercial roles, showcasing a proven track record of value- and multi-level selling
- Bring experience from working in an entrepreneurial, dynamic, and fast-moving company
- Excel at simplifying and explaining complex concepts to diverse audiences
- Are comfortable with international travel as an integral part of the role
- Have a strong technical affinity, enabling you to easily understand our products, their diverse applications and the underlying technologies our customers use
- Are living in The Netherlands?