

## Technical Sales Manager

### Join the pioneers of PhotonFirst

Since 2006 PhotonFirst (formerly Technobis) is pioneering in the research, development, engineering and production of Integrated Photonics Sensing modules and systems for a broad range of critical applications in aerospace, medical equipment, mobility, energy, and high-tech systems. Since January 1st, 2021, the photonics activities have been carved out to prepare for a fast growth to a leading worldwide position in its field, supported by our main shareholder Active Capital Company (PE). In order to enable this growth, PhotonFirst is looking for a result driven Sales Manager with a technical passion to win large contracts from market- or innovation leading OEMs.

### You become a trusted advisor to close the deal and win a business friend

Building on a strong foundation of integrated photonics sensing applications in a large variety of use cases, you will scout for large volume opportunities with leading OEMs in our markets. Supported by our application engineers, you will advise potential customers on how our technology improves the ability to monitor the structural health, loads and use of their assets and capital equipment. This allows them to identify risks, secure the performance and predict when and what maintenance is needed. With a clear business case you win the contract to build a long term relationship.

### Your tasks & responsibilities are broad

- Generating a deep understanding of the integrated photonics sensing technology, its applications and business cases to become a mature counterpart for the customer's CTO or equivalent and able to identify winning use cases
- Take ownership of your markets by drafting and executing the Sales Strategy for these markets, develop insightful sales pitches and draft inspiring business cases linking customer challenges to our value creating solutions
- Presenting at relevant conferences, online and in real life, pitching for customer expert teams and demonstrating our technology
- Scouting of new opportunities and following-up leads from in- and outbound marketing activities, making quotes and proposals, negotiating for the best overall deals, smoothly handing over to account management
- Documenting and timely reporting of your activities, progress and results while teaming up with sales engineers and other colleagues to consistently grow our repeating revenue with healthy gross margin
- Maintaining professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, and participating in professional societies.

### Direct reporting line

The Technical Sales Manager will report to the Director Sales

## **Relevant requirements regarding knowledge and experience**

### **Education**

- Bachelor or Master in Electrical, Mechanical Engineering or Physics, Technical Business Administration or similar

### **Experience/skills**

- You have at least 5 years of experience in commercial B2B roles in industrial companies, of which minimum 3 years in a comparable sales role
- Demonstrable successes in large contract (EUR 1M+) sales to industrial OEMs in similar markets as PhotonFirst (B2B, 1<sup>st</sup> or 2<sup>nd</sup> tier supplier in high-tech industry)
- Knowledge of (consultative) selling strategies and methods
- Excellent interpersonal and customer service skills
- Excellent communicator in English, both verbally, in writing and presenting
- Proficiency in Microsoft Office (Powerpoint, Word, Excel) as well as common CRM systems

### **Availability**

This is a job in a fast-growing company. We prefer a fulltime commitment but we are open to 32-36hrs as well. You can work either from our Alkmaar headquarters or at the Eindhoven satellite office with regular visits to Alkmaar. Travelling will be part of your job (20-30%).

### **Personality characteristics**

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 organization. We have formulated the following personal traits contributing to our professional mentality:

- Passionate team player taking ownership
- Open, straight, result driven and can-do mentality
- Pioneering, creative, flexible, and entrepreneurial
- Perseverant, professional, and well structured
- Friendly & 'fun to work with'

### **Contact us to learn more**

Please contact our HR&O Manager, Sjoukje Blom ([recruitment@photonfirst.com](mailto:recruitment@photonfirst.com)) to learn more about this exciting job in one of The Netherlands' most promising deep-tech companies.