

SALES ENGINEER

LIFE SCIENCE INSTRUMENTS

Do you have the ambition to bring a new product to the market?
Do you have affinity with the life sciences and nanotechnology?
Are you looking for both a commercial and a technical challenge? Look no further!

OPTICS11 is looking for one Sales Engineer to bring their optical fiber-based measurement instruments to the market.

The company:

Optics11 is a fast-growing high-tech company based in Amsterdam and is developing new optical fiber measurement systems for many different markets, with customers all over the world.

Our customers are working on the forefront of biotechnological and preclinical research, to find and develop new therapies and solutions for healthcare. Our instruments provide new and unique capabilities that truly advance life science research.

You will be part of a young and enthusiastic team, working in a challenging international environment, with huge opportunities to grow.

The key activities of a Sales Engineer:

- Lead generation and qualification
- Visiting potential customers
- Visiting conferences and trade fairs
- Giving demonstrations and performing experiments with the instruments
- Convincing potential customers to acquire our instruments

The ideal candidate:

- Has a science, technology or business MSc and 1 - 3 years of relevant experience
- Has a combination of technical, scientific and commercial qualities.
- Has an entrepreneurial mindset, to grow the revenue of our current product range
- Is able to bridge the gap between potential customers working in various disciplines in the Life Sciences, and our high-tech measurement instruments
- Can generate new business by actively approaching potential customers
- Provide creative solutions for researchers dealing with complex questions in Life Sciences
- Is willing to travel within Europe (35 – 50%)
- Has a high degree of confidence in presenting demonstrations and leading technical pre-sales discussions
- Is able to thrive in a fast-paced, high energy environment
- Can navigate a customer interaction that is both technical and business focused with a variety of stakeholders
- Is able to work independently, adapt quickly, and maintain a positive attitude



The offer:

- 40 hours a week
- An opportunity to make a significant impact on the growth of Optics11 and to develop your soft- and technical skills
- Being part of a young, dynamic and enthusiastic team
- Work in a challenging international environment.
- Receive an internal sales and technical training
- Create and expand your global professional network

Join us!

For more information contact us by email or via +31 20 598 7917.

To apply, send in your resume and motivation letter to recruitment@optics11.com

