

## SALES ENGINEER

### INDUSTRIAL SENSING

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

OPTICS11 is looking for a Technical Sales Engineer to bring their high-end optical fiber-based measurement systems to the market. You will be building relations with – among others - large industrial companies active in renewable energy, railway, oil & gas, space, civil engineering, defense, aviation and many more.

#### **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 strength is fast and lean product development, which is enabled by our broad range of engineering skills: fiber optics, analog and digital electronics, software, micromanufacturing, mechanics and mechatronics. Besides our engineering passion, we pride ourselves on always listening to customer needs first and providing added value where it really matters for the users. We believe that optical fiber sensing provides a unique solution for many applications that involve precise measurements in challenging environments.

#### **The key activities of a Sales Engineer:**

- Lead generation and qualification
- Visiting potential customers, conferences and trade shows (worldwide)
- Giving demonstrations and performing experiments with our sensing systems
- Making quotes and maintaining our CRM
- Convincing potential customers to acquire our sensing systems and close the deal

#### **The ideal candidate:**

- Has a science, technology or business MSc / BSc 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 such as Structural Health Monitoring and Condition Monitoring
- Can generate new business by actively approaching potential customers
- Is result and goal driven
- Has experience working with optical fiber sensing systems
- Is willing to travel internationally (35 – 50%)
- Has a high degree of confidence in performing 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 application to [recruitment@optics11.com](mailto:recruitment@optics11.com)

Only **full applications** will be taken into consideration for the position (resume + motivation letter)

