

## Sales Engineer

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!

We are looking for a Technical Sales Engineer to bring our high-end optical fiber-based sensing 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.

### Key activities

- Lead generation and qualification.
- Have technical conversations to convince prospects to acquire our sensing systems.
- Visit potential customers, conferences and trade shows (worldwide)
- Give demonstrations and performing experiments with our sensing systems (incl. online)
- Make quotes and maintaining our CRM, follow up on leads.
- Perform negotiations and close the deals.

### Skills & Competences

- Engineering or Physics degree (BSc or MSc) with 1-3 years' experience.
- Self-starter, are able to work independently, and maintains a positive attitude.
- Combination of technical and commercial qualities.
- Interest for technology and innovation, eager to deepen knowledge of the market.
- Is result and goal driven, willing to invest in mastering our fiber optics sensing technology.
- Can navigate a customer interaction that is both technical and business focused with a variety of stakeholders.
- A professional and outgoing personality, with the ability to work both in a team environment and directly with clients.
- Can generate new business by actively approaching potential customers (cold contacting)
- Is willing to travel the world (25 – 40%)
- Excellent English communication and presentation skills.

### What we offer

Competitive primary and secondary working conditions within a challenging and dynamic international organization with driven and passionate colleagues. Furthermore, there is an informal work environment and a good perspective to grow into the organization.

## About Optics11

Optics11 is a fast-growing high-tech company based in Amsterdam that develops and produces a wide range of fiber optic sensor systems and measuring instruments. We believe that optical fiber sensing provides a unique solution for many applications that involves precise measurements in challenging environments. Our products are supplied worldwide to various markets such as structural health monitoring, condition monitoring, energy, R&D, rail, defence and more. You will be part of an ambitious young team (average age 30+), with over 15 different cultural backgrounds and work in a challenging international environment, with huge personal opportunities to grow. Celebrating successes and achievements with the complete team is part of our DNA.

For more information, please visit [www.optics11.com](http://www.optics11.com)

To apply, send in **both** your resume and motivation letter to [recruitment@optics11.com](mailto:recruitment@optics11.com) with the subject "Sales Engineer Industrial Sensing"

