

Sales Engineer at Stensborg A/S

We are looking for a new colleague to join us on the journey to improve the world utilising nanoimprint lithography (NIL). Reporting to the company's business development manager, your task is to grow the sales of our nano imprint solutions. You will be communicating and selling Stensborg's products and technical services to our global clients that range from academic institutions and public research labs to private companies operating in a variety of high-tech industries.

Our products are sold directly and also through distribution partners, so you will also be responsible for establishing, managing and supporting new distribution partners.

Your job tasks include most aspects of a complete sales cycle:

- Identify and qualify potential customer leads.
- Communicate, build, and nurture relationships with Stensborg's current and potential clients.
- Attend and support trade shows and events to promote Stensborg products and services.
- Systematically develop and drive the leads funnel in our CRM system.
- Prepare offers, negotiate terms and close deals for Stensborg's products and services.
- Capture and internally communicate new customer insights and market intelligence.
- Worldwide travel about 30-50 days annually (currently deprioritised due to the pandemic).
- Work closely with the marketing department to ensure that leads captured through the marketing activities are developed further.

The profile of the ideal candidate:

- You need to be independent, creative, and outgoing while being an analytical thinker with problem-solving and sharp decision-making skills.
- You should be a Sales professional having demonstrated sales excellence in an international sales position and preferably some years of work experience in technical sales.
- You need to be a good communicator with high emotional intelligence, negotiation and project management skills.
- You need to be able to communicate the value proposition for technologically advanced products.
- You have a PhD degree in Engineering or Natural Sciences while having a strong commercial mindset.
- Possessing knowledge about optical applications and/or polymer chemistry would be preferable.
- You must be professional in oral and written English.
- Danish residency and work permit are mandatory.

We offer:

- Full-time employment in a company with a global reach and an urge to support the local community.
- Personal development in a growing role in an international high-tech environment.
- A role with a real ability to influence the course of the company and make an impact with your work.
- A competitive salary, bonus package and participation in employee warrants program.
- Possibility to partly work remotely.

About Stensborg

Stensborg is a privately held company located in Roskilde, Denmark and Farum, both easily reached by public trains from Copenhagen. We are a well-established company with our own IP portfolio and more than two decades of experience in the fabrication of high-precision micro- and nanostructured surfaces and components.

The company's skilled team excels in the full production cycle of nano and micro surface relief creations. The company has their own range of proven machines, prepress materials and resin chemistry.

The application process

If becoming Stensborg's new Sales Engineer sounds appealing to you, please send us your CV and motivational letter to jobs@stensborg.com. For further information about the job position or the company, please contact Karolína Vítečková, the Head of People and Culture, at karolina@stensborg.com. We are looking forward to hearing from you.

We encourage all qualified candidates to apply for the position regardless of ethnic background, gender, sexual orientation, religion, disability and age.