

Sales Engineer at Stensborg A/S

We are looking for a new colleague to join us on our journey to improve the world by utilising nanoimprint lithography (NIL). Reporting to the company's CEO, your task will be to develop and drive the sale of our nanoimprinting solutions. As the clients' trusted advisor, you will be communicating and selling Stensborg's products and technical services to our clients world-wide, ranging from academic institutions and public research labs to private companies operating in a variety of high-tech industries.

Your job tasks include all aspects of the 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.

The profile of the ideal candidate:

- You are independent, creative, and outgoing while being an analytical thinker with problem-solving skills.
- You must be able to communicate the value proposition for technologically advanced products. Experience in technical sales is a strong advantage.
- You communicate with high emotional intelligence and possess negotiation and project management skills.
- You have a degree in Engineering or Natural Sciences while having a strong commercial mindset.
- Knowledge about industrial optics and polymer chemistry is an advantage.
- You are able to travel up to 30 days annually.
- You master oral and written English professionally.
- Danish residency and work permit are mandatory.

We offer:

- 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.
- Option to partly work remotely.

About Stensborg

Stensborg is a privately held company located in Roskilde, Denmark. We are a well-established company with more than two decades of experience in the fabrication of high-precision micro- and nanostructured surfaces and components using nanoimprint lithography.

The company's skilled team excels in the full production cycle of nano and micro surface relief creations. The company develops its own range of equipment, 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.