



VACANCY

SMART Photonics B.V. established in 2012, is an innovative scale-up in photonics at the High Tech Campus in Eindhoven, The Netherlands. We are trusted by the world's leading tech companies, large and small. We are the world's first pure-play foundry for Indium Phosphide photonics semiconductors, collaborating with our customers to turn their designs into the chips we manufacture at our facilities. Indium phosphide chips are proving to be the best choice in many innovative applications ranging from next generation low-power consumption datacentres to “intelligent pills” for medical diagnostics and high-accuracy drug dispense. Integrated photonics also plays an increasingly important role in the aircraft industry, air quality monitoring and ultra-secure cryptography.

SMART Photonics is a rapidly growing, ambitious high-tech company. Join us with the photonics revolution and apply now! We are looking for a:

Technical Sales Specialist

Location: High Tech Campus, Eindhoven The Netherlands
Fulltime: 40 hours a week

Job description

As a Technical Sales Specialist you support our potential customers in a wide variety of tasks. Primarily, you define the technical scope of projects, assessing technological feasibility and translating functional and technical requirements into well-defined statements of work. Secondly, besides supporting potential customers, you also support our Business Development Manager and Commercial Manager from a technical point of view. Fundamentally, you're able to shape the commercial team both from a commercial and technical point of view. Within your role, you're able to balance out these two pillars perfectly.

Actually, in this role you're at the intersection of business development and defining new projects. You listen well to what our customers need and look to provide answers based on what our technology can offer. Thus, you're responsible for assisting and supporting both R&D and the commercial team with your knowledge of both of the aspects. For instance, on the one hand you technically check the Service Level Agreements (SLA's) while on the other hand you collaborate with R&D in in order to find out if the given requirements by the customer are feasible.

We are looking for a person who

We don't expect you to be super experienced. However, essentially, you bring a long a commercial attitude backed up by solid technical knowledge.

- You have either a bachelor's or master's degree within a relevant field (I.e. mathematics, chemistry, physics, Electrical Engineering) and knowledge of photonics is a strong plus
- You're able to support our team on assessing technical feasibility of customer requirements
- 0-5 years of work experience
- Gained commercial and entrepreneurial experience through side activities (i.e. side job, commissions)
- You don't necessarily have to have extensive work experience. As long as you're able to prove that you're commercially driven and technically curious.
- A huge sense of technical curiosity. Photonics lights up your eyes!
- A go-getter, able to build stuff

- You get energized by working towards results through team effort
- Is able to communicate with a wide variety of stakeholders

We offer

The opportunity to become part of a new revolution in chip technology in the field of Photonics, like micro electronics was in the '70s. At SMART Photonics you will work with talented and passionate people in an informal, sincere and open culture.

Being part of a scale-up means you will have a broad and entrepreneurial role in a dynamic & exciting environment with the opportunity to grow rapidly alongside our company's growth while you truly see the results of your efforts and added value. We keep our processes simple and functional to stay agile, also in our growth from lab to fab in the coming years.

Are you ready to join us and develop SMART Photonics into a market leader?

Interested?

Are you looking for a kickstarter for your career in which you're able to work on the intersection of commerce and technology? Then we'd love to receive your application!

See also our website www.smartphotonics.nl for more information about the company;

Your Design

Our Service

Your Future