

Sales Director

About Lithium Lasers

Lithium Lasers is a young start-up company focused on development and production of innovative high power ultra-short pulse lasers for scientific and industrial applications. Lithium Lasers is a spin-off company of Politecnico di Milano with operative offices and laboratories at the Mechatronics Pole of Rovereto (TN) hosting more than 800 companies operating across various sectors such as electronics, robotics, mechanics, automotive and advanced manufacturing. As innovative start-up, Lithium Lasers offers an exciting dynamic environment where to work in close collaboration with the whole team.

Today, we are looking for an energetic and motivated **Sales Director** to become responsible for sales of innovative ultra-short pulse lasers to industrial customers operating in the material processing sectors and to academia. Working on a full-time basis in a young and fast-growing start-up company, you will boost sales in existing markets, discover new applications for our products and bring new femtosecond lasers to the market. Your job will be **setting up, planning and executing company's overall sales strategy**. You will act both as director and salesman. You will develop your own skills and grow together with the company contributing to make Lithium Lasers a world's leading manufacturer of compact high-power ultrafast lasers.

Key Job Duties and Responsibility

- develop profitable relationships with existing and new customers to promote and sell our products
- identify customer needs, determine system requirements to be implemented and work in close contact with the all team to develop compelling solutions for them.
- proactively drive collections of information on customers experience to update product versions so as to meet customer requirements and add values to products
- present at conferences, events and meetings to demonstrate our technology
- perform products installations and give product demonstration
- identify prospects, provide quotations, negotiate and close sales opportunities
- work with marketing manager to deeply understand new markets and develop all necessary marketing material for a clear and compelling communication strategy
- travel (50-70 % with international travels) – Attending trade shows, conferences, key networking events and visiting potential customers.

Skills and Qualifications

- Engineering or Physics degree (BSc, MSc or Ph.D.) with at least **4 years of sales experience in photonics company** or similar

- knowledge of selling strategies and methods as well as understanding the basic principle of solid-state lasers and laser-based material processing
- solid background on ultrafast lasers and micromachining applications would be a major plus
- excellent English communication and presentation skills
- perseverant, well structure, accountable, able to work in a team with an empathic listening attitude
- eager to grow within the role, able to work well in a small start-up environment, be street smart and work with grit
- strong interest for technology and innovation, proud of working for a company who wants to make the difference in ultrafast laser industry

Contact

If you are interested in this job opportunity, please submit your CV and a brief cover letter to info@lithiumlasers.com, subject: "Sales Director application".

About Rovereto: Rovereto (<https://www.visittrentino.info/en>) is a city in Trentino in northern Italy, located in the Vallagarina valley of the Adige River, near to the Garda Lake and the Dolomites mountains. Rovereto offers a refined cultural choice of museums and festivals, palaces and monuments. But it is also a paradise for cyclists, climbers and for those who love nature.