



Job title: Sales Development Associate

Position: Full time

Location: Hirsemarken 1, 3520 Farum

Tech-Savvy Sales Pro: Bridging Innovation and Solutions

Are you passionate about understanding customer's technical challenges and helping them find the right solution? And are you looking for a position with a lot of personal growth potential?

Then look no further! We are seeking a Sales Development Associate to grow the sales of our unique and innovative mid-IR products to companies, universities, and government agencies across the world.

This position gives you a rare opportunity to truly grow as a salesperson and achieve your personal goals. We have the products that the customers want. All we need is you to sell them!

Job overview and responsibilities: As our new Sales Development Associate, you will be hands-on responsible for the following key sales activities:

- Following up on in-bound leads
- Prospect for new leads
- Handling the complete process from lead to closing
- Prepare customer solutions (technical and commercial)
- Participation in trade fairs and other events
- Customer meetings

You will be based in our offices in Farum and, you should expect up to 5 - 10 days of international travel per month.

Qualifications: You likely have a strong passion for selling advanced technical products to engineers through a consultative approach.

We expect you to have the following background:

- Engineer or Scientist as education, preferably in physics or photonics
- 2 – 3 years of experience as sales responsible in a similar role
- Proactive, organized, and self-driven as a person
- Nearly fluent in spoken and written English

Why join us: NLIR is a small and flexible company with the ambition of growing comprehensively in the present and the upcoming years. In this position, the employee will have a central role in shaping NLIR's online brand and increasing awareness of our unique technology and solutions worldwide. NLIR offers a high level of independence and a culture where the journey from good ideas to execution is direct and short. We value curiosity and encourage learning through experimentation, even if it means encountering failures along the way.

Salary: The salary and benefits for this position are negotiable and will be discussed during the hiring process.

How to apply including deadline and contact info: We invite you to apply for this position or ask questions related to the position by contacting hiring coordinator Søren Friis at sf@nlir.com. In your application, please send a short application letter and a CV. If you have completed your degree within the last 2 years, feel free to add your grade sheet.

The deadline for applications is 15/9-2023.

About NLIR: NLIR is a spinout from the Technical University of Denmark and has been working on developing and commercializing a new superior mid-infrared light detection technology since 2017. Our current team consists of five members, and we are now looking to scale up our team with a range of new positions. Our advanced optical technology is developed in-house, and devices are already being shipped to all time zones. The technology has the potential to play a significant role in tomorrow's industry and research facilities around the globe.

At NLIR, we value a hands-on approach and embrace experimentation, even in the face of setbacks. We foster a culture where everyone is encouraged to contribute beyond their immediate roles and lend a hand when needed. Our organization is structured flat, promoting open communication and collaborative decision-making.

The goal of NLIR is to become a leading supplier of the world's fastest and most sensitive mid-infrared measurement equipment.