



We are hiring

SuperLight Photonics, Leading Innovator in Super Continuum Generation Lasers, is hiring:

Business Development Manager

Location

This Business Development Manager role will be based in Enschede, The Netherlands.

Are you an industry leader in photonics with a desire to drive innovation in the ever-evolving field of supercontinuum generation lasers? Do you have the experience, vision, and hands-on approach to take on the challenging and rewarding role of a Business Development Manager in a thriving start-up? If you're a proactive and results-driven professional looking to make a significant impact in our dynamic organization, we'd love to hear from you.

About Us

We are a market-leading company at the forefront of photonics technology, specializing in supercontinuum generation lasers and photon-IC (PIC). As a small but rapidly growing organization, we value creativity, initiative, and collaboration. Our team of seasoned professionals is dedicated to pushing the boundaries of technology, and we are seeking a like-minded individual to join us and be at the forefront of our growth journey!

About the Business Development Manager role

As Business Development Manager, you will be reporting directly to the CEO. You will create and implement strategies to identify, pursue, and foster growth opportunities. Your role will be critical in ensuring the successful growth of our company, including:

- Identify and pursue new business opportunities and prospects to drive SuperLight Photonics' revenue, growth, and profitability.
- Develop and nurture strategic partnerships and client relationships.
- Generate leads to expand the company's reach into new markets or industries.
- Analyze market trends and competition to formulate effective sales strategies.
- Actively engage with R&D, Operations and marketing about customer feedback and product opportunities.
- Collaborate with all teams to ensure successful project execution.
- Meet and exceed revenue targets and KPIs consistently.

What we are looking for

- Education: Master/PhD in photonics or photonics-related field.
- Demonstrated experience in a technical customer-centric environment.
- Minimum 5 years of experience in a technical sales and/or account management role in the photonics industry.
- Previous experience with integrated photonics is a plus.
- Self-motivated hands-on approach, ability to work independently.
- Good interpersonal skills and good within a team.
- Strong (technical) communication skills with excellent attention to detail.
- Creative thinker and problem solver.
- Comfortable in a fast-paced start-up environment.
- **Capable and willing to travel internationally as business requires.**
- The job requires that the candidate lives in or close to Enschede, The Netherlands.

What we offer

- Competitive salary: reflecting your experience and qualifications.
- Innovation culture: opportunity to work with cutting-edge technology.
- Professional growth: continuous learning and development within a supportive team.
- Flexible work environment: we value balance and offer flexibility to meet individual needs.

Join us in shaping the future of photonics and contributing to our continued success in the global market. If you possess the expertise, passion, and determination that we are looking for, please send your CV and cover letter to elly.schietse@superlightphotonics.com.



SuperLight Photonics is committed to diversity and encourages applications from all qualified candidates, regardless of age, gender, ethnicity, or disability.



SuperLight Photonics only works with pre-qualified recruitment agencies.