

JOB OPENING

Business Developer

at Fluence, Warsaw

Fluence is a unique Polish laser start up devoted to deliver top-quality ultrafast laser solutions to the global market. We are looking for an experienced Business Developer that would help us build a global sales network, manage relations with customers and assist in delivering after-sales service. You will have a rare opportunity to implement the best business solutions almost from scratch while cooperating with an open-minded management and engineering team. You will be working with customers interested in the most recent advancements in laser and optoelectronics technology.

Responsibilities will include:

- setting-up the sales process using best practices and methodologies,
- negotiating and making arrangements with distributors,
- identifying new leads and key strategic customers,
- preparing professional marketing materials,
- traveling to customers, trade fares and business partners.

We require skills in:

- fluent written and spoken English (other languages are a plus),
- ease of making new friends and then keeping professional business relations with them,
- knowledge of hi-tech equipment market (optoelectronics, photonics, medical are a plus),
- learning principles of advanced technologies to the level necessary for effortless communication with customers and partners,
- using CRM and ERP systems (Odoo / OpenERP is a plus),
- great attention to details.

Outstanding candidate will also:

- have a PhD in natural sciences,
- have knowledge of worldwide certification regulations,
- be familiar with photonics or optical/optoelectronics industry, current trends and products,
- have several years of experience on similar position.

To apply for this position, please contact Michał Nejbauer at Fluence sp. z o.o.