

Lumibird Group, French leader for the manufacturing of solid-state lasers, fiber lasers and laser diodes for the applications in scientific research, industry and defense currently has more than 800 employees in the different sites in France and abroad (USA, Canada, Slovenia, Finland, Australia...).

For supporting our development :

We are looking to identify a **Sales engineer for the Eastern part of Europe** who will be home based preferably in Varsovia or Vilnius, but could also be Talinn or Riga and will report to the EMEA Sales Director.

This position is driven by the business growth in the region. We are looking for a strong salesperson with an entrepreneurial spirit and a scientific education, preferably in optics, fiberoptic or laser, who also has excellent English and Russian language skills.

The ideal candidate will be someone very technical who is a commercially strong hunter being curious and ambitious and who loves being in the field with customers and has the courage to actively seek out opportunities by customer prospection.

The candidate will be expected to travel extensively up to 50% of his/her working time.

The candidate will actively participate in the sales reporting and forecasting using a CRM system on which he/she will get full training. The Sales engineer will write up quotations supported.

We are looking for a candidate who **MUST** have:

- Strong commercial skills - a hunter with a curious personality
- Graduate or PhD degree in optics, fiberoptic or lasers
- Autonomous with an entrepreneurial mentality
- Fluent in English and in Russian
- Excellent communication and presentation skills
- Comfortable with extensive international travel

It would be **NICE** if the candidate has:

- A first sales experience
- Distribution management experience

The candidate will be in charge of Academic and OEMs accounts, understanding the purchasing processes. The territory will be the Poland, Russia, Baltics, Ukraine, Bielorussia... A market of a total of a potential €3M.

Lumibird will pay a competitive salary and a bonus of 20% minimum based on achieving objectives.

A company car plus computer and mobile phone will be offered to the selected candidate.

To apply:

Please send your application to the following mail by adding the reference in the object

Reference : **REFSALESENGINEER**

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