

Contact

www.linkedin.com/in/laurynas-satas (LinkedIn)

Top Skills

Project Management
Optics
Team Leadership

Laurynas Šatas

CEO @ Aktyvus Photonics
Vilnius, Vilniaus, Lithuania

Summary

I am a laser technologies enthusiast responsible for technical and business strategy while leading an ambitious Aktyvus Photonics team. Our job is to develop a new generation of robust laser sources – disruptive hardware that unlocks a range of new applications. The laser technologies sector is one of the strongest industrial sectors in Lithuania, where we collaborate to innovate. Working in such a dynamic and evolving environment allows young professionals to grow.

I work in a sphere where scientific research, product development, and business strategies merge into one.

Experience

Aktyvus Photonics
Chief Executive Officer
June 2022 - Present (3 years 6 months)
Vilnius, Vilniaus, Lithuania

BPTI
Technology development advisor
2020 - Present (5 years)
Vilnius, Vilniaus, Lithuania

In this role I am helping the team of BPTI to transfer scientific knowledge and expertise in the field of technology to new products. My role is to drive appropriate product enhancements and changes to technology roadmaps, evaluate new technologies and the potential business impact, and facilitates adoption of leading technologies.

Altechna
8 years 5 months
Chief Technology Officer (CTO)
June 2019 - June 2022 (3 years 1 month)
Lithuania

Responsible for technical strategy
Leading international product development projects
Relationship with company's RnD partners
Risk management and risk mitigation activities

Key Account Manager

April 2016 - June 2019 (3 years 3 months)

Lithuania

Handling the highest volume industrial accounts.
Overseeing sales forecasting, goal setting and performance reporting for all accounts in South Europe and United Kingdom.
Creating long term research and development projects orientated to key customers and their needs.
Monitoring market activity and quoting pricing to maintain healthy profit margins.
Regular business trip at key customer facilities and Photonics exhibitions over the world

Senior Sales Engineer

April 2015 - April 2016 (1 year 1 month)

Lithuania

Successfully recruited 3 people other 9 months.
Coordinated sales team and marketing activities in South Europe and United Kingdom.
Obtained and evaluated credit information about prospective customers.
Consulted with clients after sales and contract signings to resolve problems and provide ongoing support.
Contacted regular and prospective customers and provided custom solution for their unique technical problems.

Sales engineer

February 2014 - April 2015 (1 year 3 months)

Lithuania

Responsible for technical sales of large range laser related product portfolio.
Conveying customer technical requirements to the Internal Engineering teams.
Maintaining existing, long-term relationships with customers.
Active customer search in industrial and academic markets.

Education

Vilniaus universitetas / Vilnius University

Master of Science - MS, Laser and Optical Technology · (2014 - 2017)

Vilniaus Universitetas

Bachelor of Science (BSc), Physics · (2010 - 2014)